

**Chapter Meeting –  
Joint Meeting with IIA**

**Software Licensing and  
Controlling Costs**

**Is Your Licensing Effectively Managed and  
Is It Providing the Lowest Total Cost of  
Ownership?**

**PRESENTER**

Ken Saloway  
VP Operations and CIO  
Miro Consulting

**DATE**

January 18, 2007

**TIME**

Registration: 10:30-11:00 AM  
Program: 11:00 AM-12:00 PM  
Lunch/Networking: 12:00-1:00 PM  
Board Meeting: Following

**COST**

Members: \$15  
Non-Members: \$17

**LOCATION**

Traditions at the Links (Syracuse)  
*See map and registration information on page 2*

*This program provides you with 1.5 CPEs*

**About the Program**

Companies that choose to forgo the continuous discipline and practice of IT Software Asset Management - regardless of the size of their investment - typically overspend approximately 25% annually on IT software and annual support. That's partly because they may not be adjusting to changes in users, applications, platforms, etc.; partly because they may fail to successfully leverage their IT software assets, resulting in over purchasing and the wrong selection of license types they don't need; and partly because as software vendors change their license compliance rules, they may inadvertently fall out of compliance.

This interactive discussion focuses on Oracle and Microsoft asset management, cost containment and how the customer can become a lot smarter about managing their software license environment including their databases, applications (ERP, Peoplesoft, JD Edwards, Retek) and development tools. The topics discussed includes best practices in: lowering the cost of software ownership and support; obtaining the best price, terms and conditions when negotiating software licenses; mitigating the cost of a vendor's software license review; and achieving license compliance and staying compliant even when the vendor is continuously making rule changes.

## About the Speaker

Ken Saloway is Vice President of Operations and Chief Information Officer for Miro Consulting Inc. Miro specializes in helping clients to negotiate Oracle, SAP and Microsoft licensing and consulting contracts, and to renegotiate existing ones, helping to significantly lower the total cost of software ownership.

Mr. Saloway's career spans more than 30 years in information systems and executive management of which he was a Chief Information Officer for more than 15 years. In addition to his responsibilities at Miro Consulting, he is an Adjunct Professor and part-time Director of IS Marketing in the Masters in Information Systems Program (MSIS) at

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the Stevens Institute of Technology, Hoboken, NJ.

Mr. Saloway serves on the board of several companies and organizations, including the Society for Information Management, Chicago, IL.

## Meeting Registration

Please RSVP by January 5, 2007 to:

Nicole Brown: [nbrown@penntraffic.com](mailto:nbrown@penntraffic.com)  
or 315-461-2483.

Meal Choices:

Caesar salad

Open face steak sandwich with fries

Grilled chicken Caesar wrap w/ pasta  
salad

Please make checks payable to CNY IIA.

Pay at the door or mail to:

CNY IIA

c/o Nicole Brown

The Penn Traffic Company

PO Box 4737

Syracuse, New York 13221

## Directions to Traditions at the Links

Take I-690 to the Bridge Street Exit (from either direction), then left onto Bridge Street (NY-290). Make a right onto N. Burdick Street. Make a left at the sign for The Links at Erie Village. Follow the drive and the signs; you will head away from the road. Traditions will be on the right.

## From Your ISACA-CNY Chapter President

Hello ISACA Members –

I hope the last year has been fruitful for everyone both professionally and personally, and that the upcoming year holds even greater promise.

ISACA is a resource that increases in value as you use it, and as more services and options are added. I have personally benefited from the networking opportunities afforded by local chapter meetings, and by attending conferences such as CACS (the next North American CACS is 22-26 April, 2007 in Grapevine, Texas.) The ever-expanding ISACA website ([www.isaca.org](http://www.isaca.org)) is an amazing resource for any practitioner.

The Board of the Central New York Chapter wishes everyone a safe and happy New Year. Please feel free to contact us using the information below, should any needs arise.

Best regards,



Chris Bord  
ISACA-CNY Chapter President

## Upcoming Events

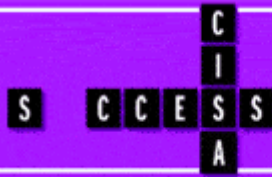
January 18, 2007 - *Joint meeting with IIA*


March 8, 2007 - *Regular meeting*

May 17, 2007 - *Regular meeting*

## Active Board Members – Contact Info

President	Chris Bord	<a href="mailto:christopher.bord@uticanational.com">christopher.bord@uticanational.com</a>
Vice President	<i>vacant</i>	
Secretary	Kathleen Wojslaw, CISA	<a href="mailto:kathleen.wojslaw@crucible.com">kathleen.wojslaw@crucible.com</a>
Treasurer	Jim MacLachlan, CISA, CFSA, CIA	<a href="mailto:jрмаclac@syr.edu">jрмаclac@syr.edu</a>
Membership Director/ Immediate Past President	Gloria Gibbon, CISA, CIA, CBA, CFSA	<a href="mailto:gloria.gibbon@pminsco.com">gloria.gibbon@pminsco.com</a>
CISA/CISM Coordinator	Stephen Klingaman, CISA	<a href="mailto:klingasr@morrisville.edu">klingasr@morrisville.edu</a>
Education Chair	Shuyuan Mary Ho	<a href="mailto:shuyuan.ho@gmail.com">shuyuan.ho@gmail.com</a>
Website Coordinator	Dan Viggiano Jr., CISA	<a href="mailto:dvggiano@twcny.rr.com">dvggiano@twcny.rr.com</a>
Board Member	Shawn O`Reilly, CISM, CISA	<a href="mailto:oreillys@upstate.edu">oreillys@upstate.edu</a>
Board Member	Tim Singletary	<a href="mailto:timothy.singletary@ngc.com">timothy.singletary@ngc.com</a>



CISA® and CISM® certification –  
the only thing missing is... 

## CISA/CISM News

### Exam Registration

Registration for the June 2007 CISA and CISM exams began the second week of November. Candidates may view or print a copy of the CISA or CISM Bulletin of Information for the June 2007 exams at

[www.isaca.org/cisaboi](http://www.isaca.org/cisaboi) and  
[www.isaca.org/cismboi](http://www.isaca.org/cismboi).

### CISA and CISM Scoring Change

ISACA's CISA and CISM certification boards recently approved changing the way exams are scored. To alleviate confusion with the previous scoring method and provide greater clarity, ISACA will use a 200-800 point scale with a passing point of 450, beginning with the June 2007 exam. Using a 200-800 scale will increase the range of scores and also eliminate the perception that the score is a percentage. This scoring method is used by several testing organizations, including the well-respected SAT and GRE exams.

### Certification Renewals

Please submit annual membership fees and any associated certification fees and continuing professional education (CPE) hours by 15 January 2007. For reference regarding qualifying activities and the calculation formula, the CPE policy is available at

[www.isaca.org/cisacpepolicy](http://www.isaca.org/cisacpepolicy) or  
[www.isaca.org/cismcpepolicy](http://www.isaca.org/cismcpepolicy).

If further explanation is required, questions should be directed to the certification department.



**CISA** (Certified Information Systems Auditor) is ISACA's cornerstone certification. Since 1978, the CISA exam has measured excellence in the area of IS auditing, control and security. CISA has grown to be globally recognized and adopted worldwide as a symbol of achievement. More than 44,000 individuals have earned the CISA since its inception.

**CISM** (Certified Information Security Manager) is ISACA's credential geared toward experienced information security managers and those who have information security management responsibilities. CISM is designed to provide executive management with assurance that those earning the designation have the required knowledge and ability to provide effective security management and consulting. It is business-oriented and focuses on information risk management while addressing management, design and technical security issues at a conceptual level. While its central focus is security management, all those in the IS profession with security experience will certainly find value in CISM.

For more information on CISA/CISM certifications, please contact the Chapter's  
CISA/CISM Coordinator, [Stephen Klingaman](#)

## News From ISACA

### Distance Learning Opportunities

ISACA is pleased with the member response to the new e-learning opportunity: ISACA e-symposia. The September event had more than 4,000 participants.

The next e-symposium, to be held on 30 January 2007 will highlight COBIT and its derivatives.

To register for an e-symposium and earn three CPE credits, please visit

[www.isaca.e-symposium.com](http://www.isaca.e-symposium.com) .

If unable to join live and online the day of the event, please log on to

[www.isaca.e-symposium.com](http://www.isaca.e-symposium.com)

to view the archived programs.

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### Member Benefit of the Month

ITGI has released a number of mappings between COBIT and various standards. The COBIT Mappings are available exclusively to ISACA members. Most recently, ITGI has released mappings to PRINCE2, ISO 17799:2005 and ITIL. Available at

[www.isaca.org/deliverables](http://www.isaca.org/deliverables) .

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### COBIT User Convention

18-19 January 2007  
Pasadena, CA, USA

This two-day event features case studies and facilitated discussion groups that address how COBIT is being used to identify, quantify and mitigate business risks; implement IT service improvements; satisfy control and regulatory needs; and establish performance measurement requirements.

Experienced COBIT users will present implementation strategies, lead discussions, answer questions and provide COBIT updates.

The first day of the convention will include case study presentations, and the second day will focus on user feedback, problem solving, question-and-answer opportunities, and future solutions.

The convention will also emphasize interactive brainstorming, resulting in conclusions and action items for future COBIT development plans. For more information and to register, please visit

[www.isaca.org/cobituserconvention](http://www.isaca.org/cobituserconvention) .

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### ISACA Training Week

26 February-2 March 2007  
Washington DC, USA

7-11 May 2007  
Denver, Colorado, USA

5-9 November 2007  
San Antonio, Texas, USA

3-7 December 2007  
Scottsdale, Arizona, USA

Training Week provides a unique educational experience. The courses use a combination of lecture, case study, class discussion and group exercises to explore all of the topics covered. Attendees will learn about proven strategies and techniques based on the best practices and lessons learned from the ISACA community. Every five years, ISACA performs a job analysis study to accurately reflect the responsibilities and expectations of today's audit practitioner and information security manager, and the results are incorporated into the Training Week sessions. Participants will network with peers and obtain CPE hours. For more information on additional events and to register, please visit

[www.isaca.org/trainingweek](http://www.isaca.org/trainingweek) .