

## SAM BASELINE – ANALYSING THE LICENSING SITUATION

In this training course you will learn how to create and analyze license balances with the main scope on the vendors IBM, Microsoft, Oracle and Adobe.

The Deloitte SAM Academy provides a comprehensive training program for all key activities relating to Software Asset and License Management (SAM). The content of the SAM Academy has evolved from Deloitte's long-term SAM experience in diverse customer projects and covers the entire software lifecycle. We offer impartial guidance and training independent of any software vendor or tool provider.

Creating a software license balance is a rather sophisticated process, with a multitude of complex challenges. Starting with the collection and consolidation of the commercial and technical raw data, followed by compiling the actual licenses and installation inventory into a license balance, it is necessary to overcome all sorts of obstacles. A comprehensive level of knowledge of the essential process steps is the basis of a qualitative and rational software license balance.

### I. Analysis and consolidation of the original data

- Analysis of the available commercial and technical data (i. e. raw data)
- Overview to the most essential types of Software License Agreements
- Outline of the standard license metrics of the four large software manufacturers IBM, Microsoft, Oracle and Adobe
- Definition of the requirements (i. e. attributes, etc.) for the commercial and technical raw data
- Essential criteria for quality assurance and assessment of the maturity and integrity of the raw data

### II. Consolidation of particularly prepared commercial and technical data (i. e. raw data) during a case study

- Applying the most common upgrade and downgrade rules
- Considering maintenance contracts and their prolongation
- Quality assurance for software product recognition (i. e. finger prints)
- Consolidating the commercial and technical raw data information

### III. Creating and analyzing a license balance

- Applying the key license metrics of the vendors IBM, Microsoft, Oracle and Adobe
- Interpreting the results and deduction of potential measures and choice of actions

This training course is aimed at role owners in the organization who create and also have to evaluate software license balances as part of their daily work.

Two days

On request

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