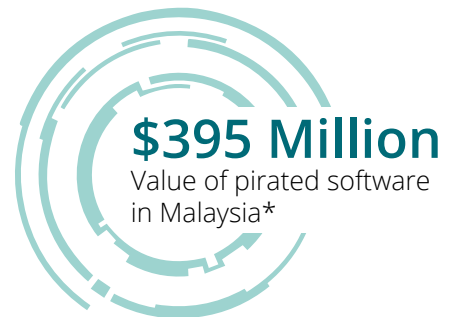
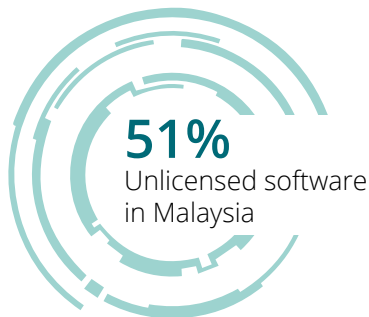
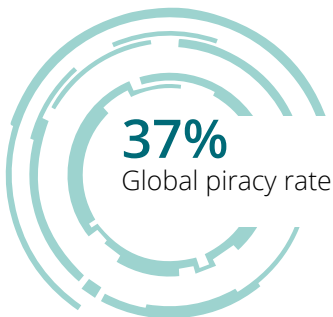
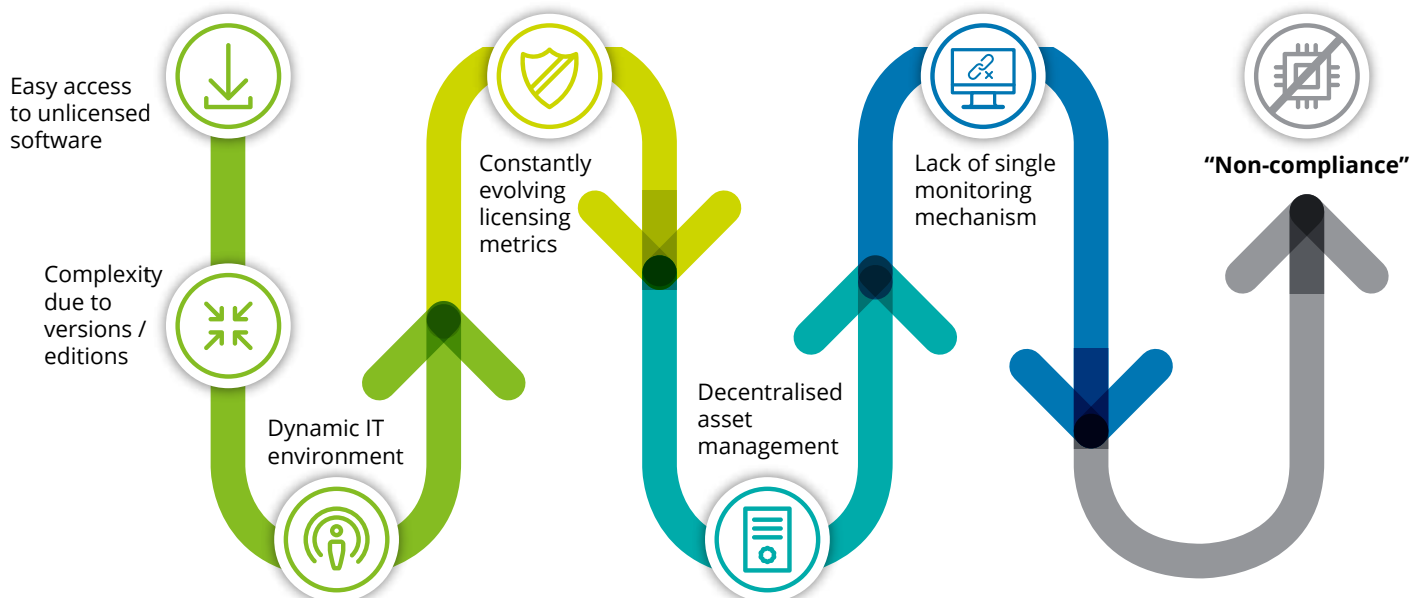




## The issue: Non-compliance, piracy

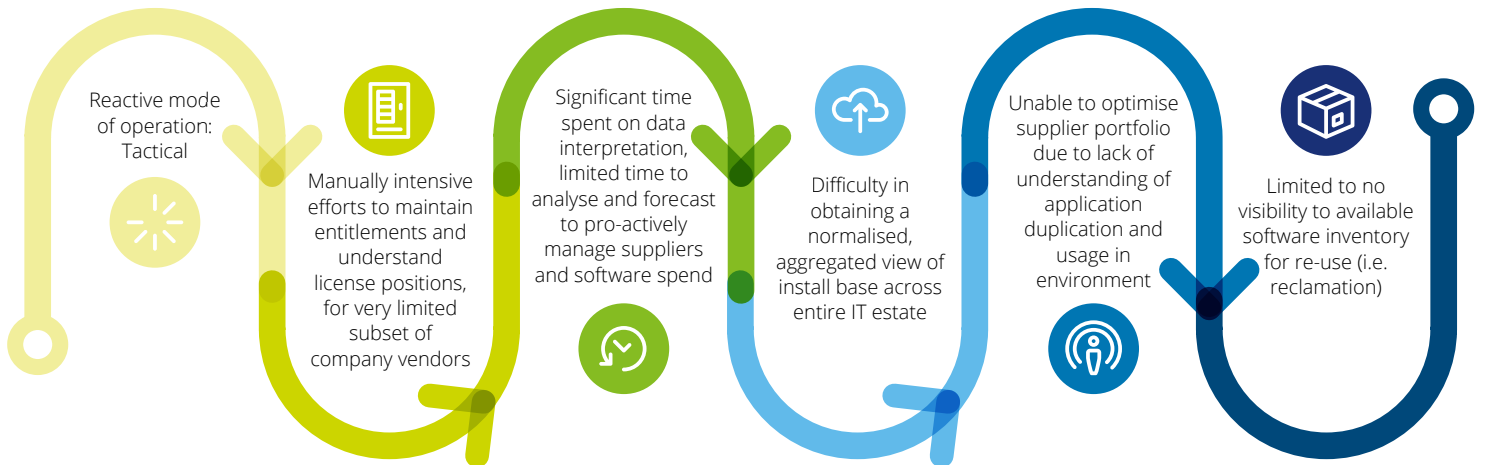


Source: BSA Global Software Survey 2018



# The challenge

## Underlying deficiencies are driving our SAM challenges



### Software Asset Management

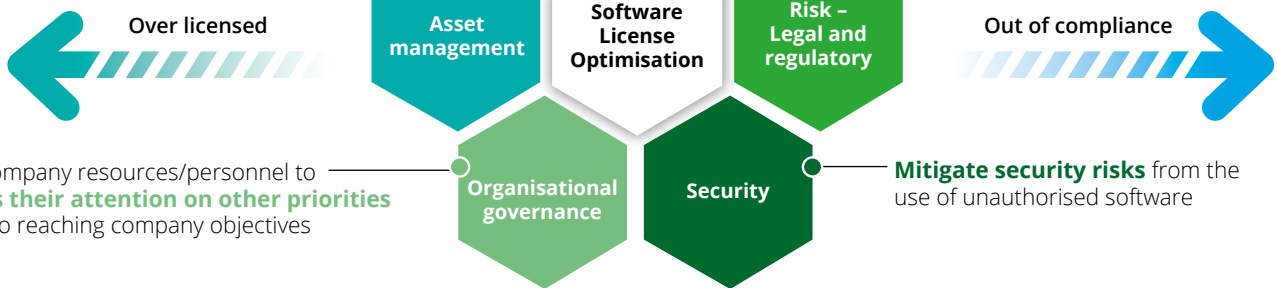
Most companies start to think about asset management in response to an audit. There are other elements of risk faced by companies which allow SAM to be introduced in a proactive manner.

**Realise cost savings by optimising software spend** – only pay for what is being used

**Develop a framework for continuous improvement** – gain and maintain long-term control over software assets

**Reduce audit and legal exposure from software over-deployment** – guard against unplanned payments to software vendors

**Improve the forecasting and budgeting process** and financial controls by providing information to the business to make informed software investment decisions



Allow company resources/personnel to **refocus their attention on other priorities** critical to reaching company objectives

**Mitigate security risks** from the use of unauthorised software

### Our portfolio of services

#### SAM managed services

- Various managed service levels provided based on client needs
- Outsourced SAM

#### SAM program assessment, design, and implementation

- SAM process risk assessments
- Strategy and organisational structure development
- SAM policy, procedures, and roles development



#### SAM point solutions

- SAM Baseline Reviews
- SAM Internal Audits
- Software License Optimisation
- SAM M&A Services
- Software Vendor Rationalisation

#### SAM tools

- Tool vendor selection advisory
- SAM tools implementation and data integration
- SAM tool configuration and bundling

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