

Software asset management

Time for a reset?

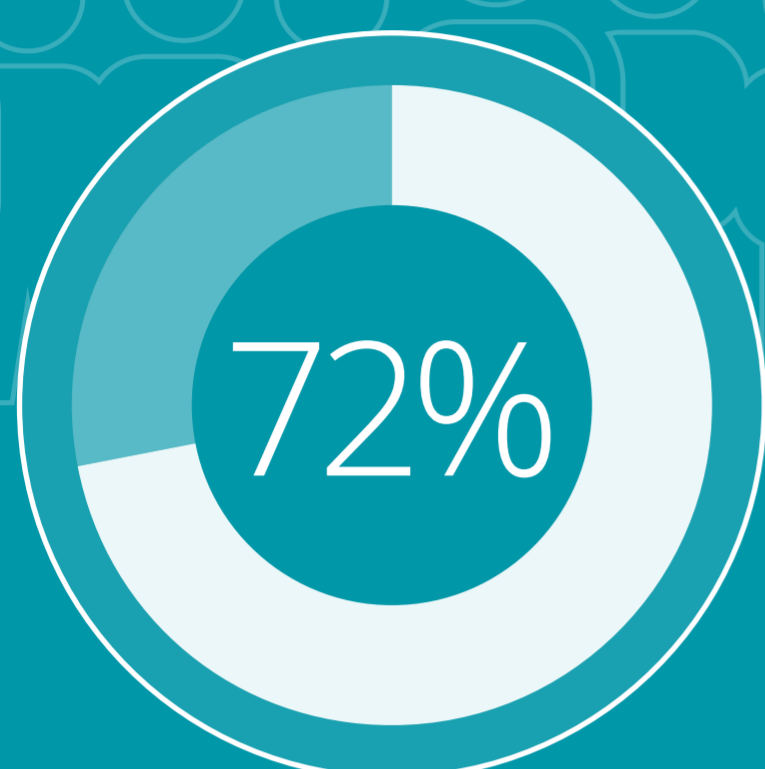
Global organizations are set to up their spending on technology and software in 2018 and 2019, but increased investment doesn't necessarily translate into a good thing. Simply pouring money into new technology for the sake of innovation could introduce disruptive threats if organizations don't fortify their software asset management (SAM) initiatives.



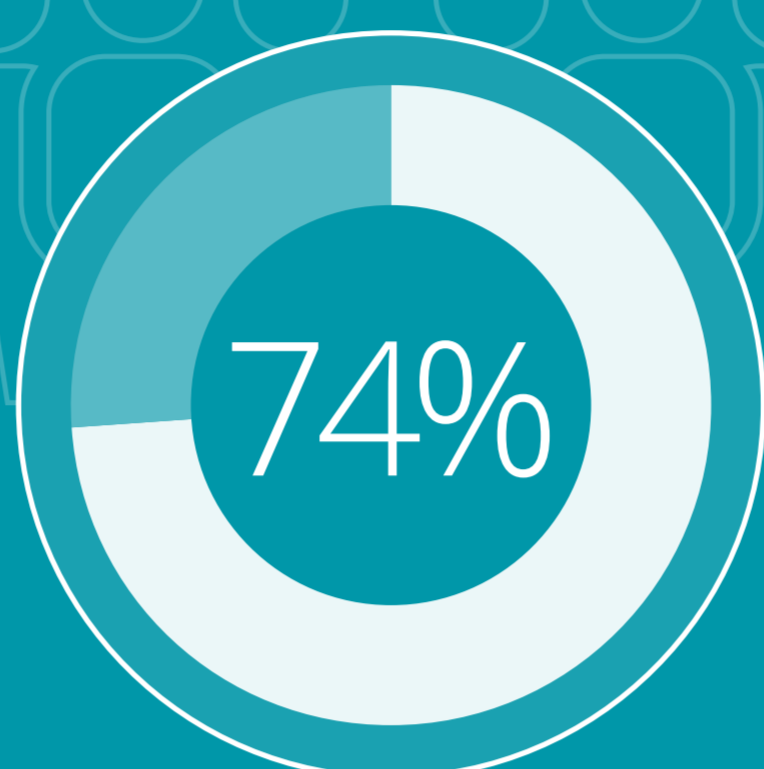
Imagine if you could...

- 1 Reduce significant IT spend
- 2 Gain visibility and control of your enterprise endpoints
- 3 Eliminate regulatory, operational, and financial risks
- 4 Achieve cost savings by 10-20% of your annual software spend

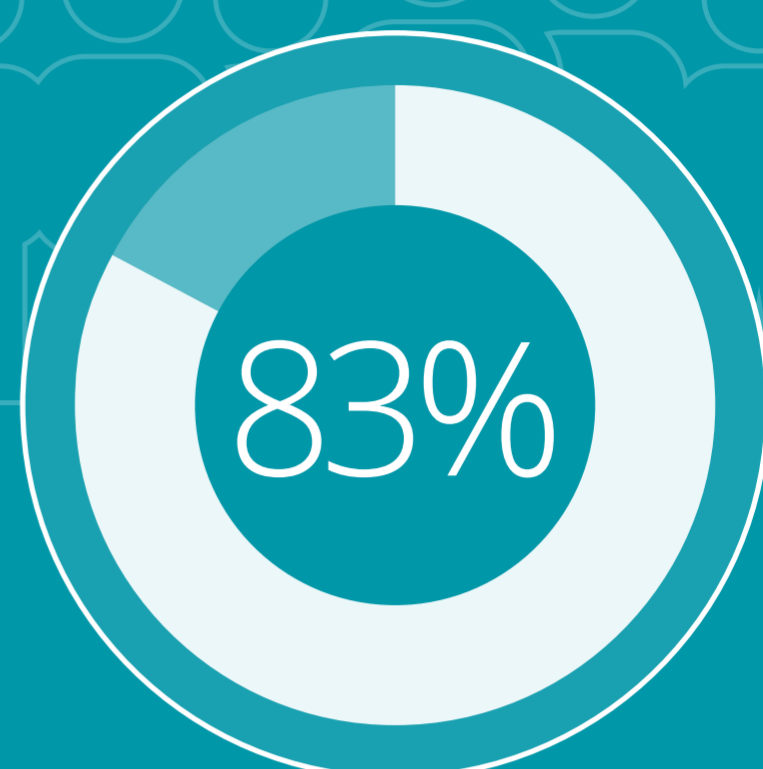
Where are CIOs missing the mark?



72% of IT leaders say they haven't created a formal SAM strategy
Opting instead to manage SAM in a more haphazard fashion

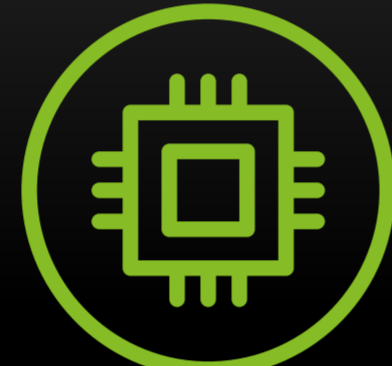


74% of IT leaders say they have not created a formal SAM function



And 83% of leaders don't view SAM as a strategic initiative
While 41% of C-level executives view SAM as a way to optimize software deployment

Why are CIOs slow to act?



Technology complexity



Complicated licensing agreements



Data integrity



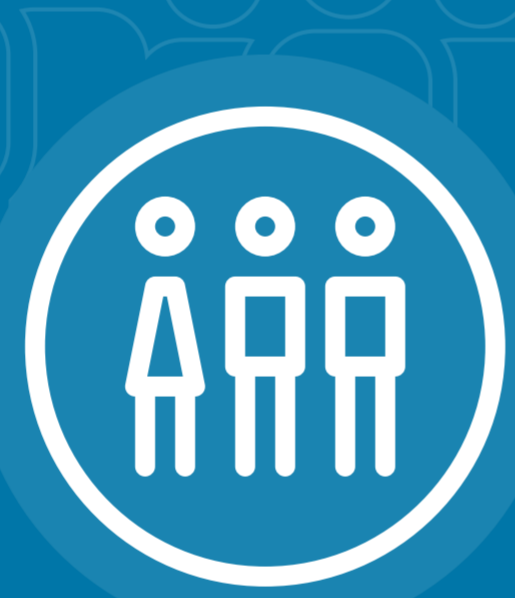
Other SAM challenges

- Immature processes
- Security threats due to unauthorized or out-of-compliance software
- Oversubscribed or paying for unutilized software

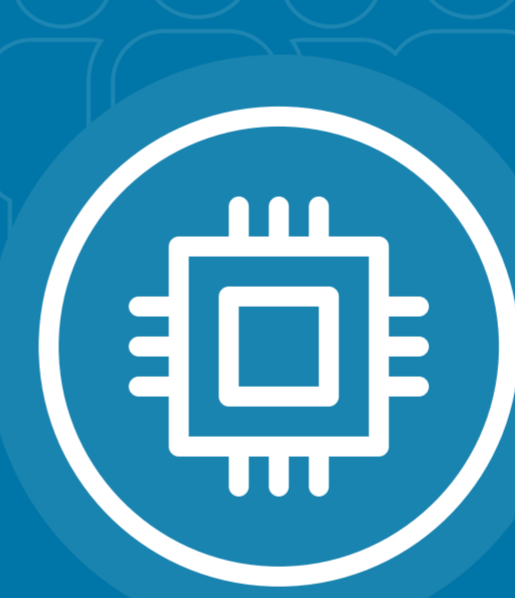
What should IT leaders ask themselves?



Is the growth of my software costs outpacing other IT spend?



Do I have the right SAM team in place?



Can my technology enable my team to drive the right outcome?



Can I measure ROI and justify my SAM investment?

What should IT leaders consider?

- 1 Identify/close gaps in SAM discipline
- 2 Consider leveraging outside experts
- 3 Ensure trustworthy data
- 4 Leverage technology as an enabler
- 5 Know your most critical software vendors
- 6 Tie SAM to other strategic initiatives

Key steps to drive an effective SAM program

"In the past, SAM hasn't been a strategic priority because companies either aren't focused on the significant financial and operational benefits or software audits haven't been costly enough to drive action. We are beginning to see a significant shift in focus to SAM."

Dave Dawson, Principal, Deloitte Risk and Financial Advisory

Why now?



Control costs



Limit exposure



Eliminate audit risk

More importantly, savings are too large to ignore: Not fortifying your SAM initiatives can equate to millions of lost dollars

For additional insights, visit www.deloitte.com/us/optimize-software-assets.

This report covers actions involving Deloitte US Firms personnel in the US, India, and Mexico.

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