Begin with the end in mind

Software Asset Management

Is your business vision driving your software purchases? Or is it the other way around?

Organisations can be paying 25-35% too much for software, support and maintenance costs. Significant cost savings and leveraged buying power can result from a successfully executed Software Asset Management ('SAM') programme.

Implementation of even small steps can produce immediate returns leading to long-term value for the business.

- Why it's important
- Planning and vision
- Roadmap
- Case studies
- Contacts

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Background

Software needs are in strongest alignment to business needs when the initial licence agreement is made. Over time, changes to the business, whether gradual or because of a major event such as acquisition or disposal of a business unit, cause software asset entitlement, deployment and usage to fall out of synch.

Audits by software vendors require true-up payments for over-deployment; then the meter is reset at a higher level for entitlement. Vendor audits rarely highlight areas where an organisation should cut back on licences. When it is time to renegotiate, there is inevitably a gap between the vendor position (entitlement and deployment) and what the business actually needs (usage). This gap can be an opportunity for cost savings.

What SAM can achieve

- Reduction in total cost of ownership of software assets
- Alignment of software needs to overall business strategy
- Strategic partnering relationships with software vendors
- Enhanced discipline around software usage and purchases
- Reduction in administration time and effort
- Moving from a decentralised to a centralised purchasing function
- Reduction of compliance risk and related penalties in light of increased vendor audit activity

Software life cycle