

Getronics Software Asset Management (SAM) Services



SAM – the quick way to save you money

We live in a world where software vendors are actively auditing their customers to establish compliance. The vendors often see this as a route to additional income particularly because their own license agreements are so complex that customers can misinterpret and therefore fall into non compliance.

Faced with this dilemma, organisations will generally fall into two categories; those ensuring compliance by over-subscribing on licenses, or those deciding to take a chance and hoping the auditors don't come knocking. Which one are you?

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► Why SAM

Gartner states:

“Enterprises that implement software usage (management) capabilities will achieve savings of 5% to 25% in the first year.”

Organisations who are unsure of the licenses they hold and where they are deployed inevitably overspend on their licenses, maintenance and support. However, this is a complex world, but, with appropriate expertise, it is possible to match licenses to usage and subsequently reconcile ongoing maintenance and support agreements to quickly lead to significant cost savings.

Recently our consultants saved one customer one third of their projected annual Enterprise Agreement spend, which amounted to over \$400,000. Just imagine what this type of saving could do for your organisation!

► The Benefits of SAM

There are so many reasons why organisations should implement an effective SAM strategy. Often the statutory and legal issues are well understood but businesses are still unaware of the tangible business benefits that Software Asset Management offers:

- Savings of up to 25% in the first year of introduction
- Predicted ongoing savings of 5% year on year
- Ability to understand which licenses can be re-harvested to avoid additional purchases
- Ability to negotiate renewal agreements from a position of strength
- Ability to cease unnecessary and costly maintenance and support agreements or reduce their scope
- Ability to avoid the financial and reputation impact of non compliance

► Getronics SAM services

- **SAM assessments** - By using Getronics' experience and the requirements highlighted in the SAM standard ISO/IEC 19770-1, Getronics can deliver focused assessments of the current SAM environment to identify improvements and cost savings, leading to practical true-up and optimisation activities.
- **SAM management** - Getronics has the experience to manage a complex SAM portfolio on an interim or more permanent basis.
- **SAM training - from awareness sessions to internationally recognised qualifications - ISEB Certificate in Software Asset Management Essentials** - All the Getronics SAM Consultants are also accredited lecturers will be as comfortable speaking to business users as speaking to IT professionals.
- **SAM tool evaluation, selection and implementation** - A key area of SAM is the capability to deploy, audit, monitor and meter software usage, There is then a requirement to match this data to actual licenses. Getronics can also help with the selection tools to assist these tasks.
- **SAM mentoring** - Getronics can work with all people involved in the process to ensure that they have appropriate skills to meet the organisation's goals.
- **Supplier/Contract Management Services** - This requires specialist expertise but is often left to incumbent IT professionals to fulfil these roles. These people generally do not have the time, skills or knowledge to be able to effectively negotiate available cost savings.

To discuss your requirements please contact 01252 828200 or alternatively go to: www.getronics.co.uk/Contact-Us.htm

ABOUT GETRONICS UK & IRELAND

Getronics UK & Ireland is one of the leading Information and Communication Technology (ICT) companies in the UK. As experts in Workspace Management, Connectivity, Infrastructure and Consultancy services, Getronics enables people of large organisations to move forward by releasing the power of information. Getronics UK & Ireland clients include Barclays, Booker, Clarks, CBI, CSC, Dell, Iceland, Innospec, first quench, PSN, and many others.

Worldwide, Getronics has revenues of € 1.9 billion and about 16,000 employees. Getronics is the largest ICT service-provider in the Benelux with operations across the globe allowing it to service the needs of globally distributed multinational businesses. Since 2007 Getronics has been part of KPN, one of the world's largest international telecommunications companies.

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