



Software Asset Management Strategy

Software Asset Management Strategy

Software has become a critical asset to your company that must be managed properly to optimize your technology investments. However, managing software assets is a unique discipline that requires specialized expertise that many companies do not have in-house. Insight has the experience you need to help you turn difficult software challenges into well-managed processes that save time and money.

The Software Licensing Landscape

- Software licensing conditions are constantly changing and becoming increasingly more complex, especially for multinational organizations
- Increased license complexity means greater instability and uncertainty regarding license cost and compliance
- Increased license complexity and change require specialized hands-on procurement knowledge
- Overlapping licensing contracts, multiple license types and differing site procurement procedures often give an unclear and confusing licensing picture
- Procurement organizations are often not staffed with the appropriate software licensing expertise
- License and asset management systems do not fully solve the problem

The challenge is evaluating how to best utilize your existing software asset management (SAM) investments to manage your licenses, establish systems and maintain compliance. Our SAM Workshop is designed to help uncover tools, processes and systems to help you gain control of your software licenses.

The SAM Workshop

The SAM Workshop is a best practices consulting engagement designed to uncover, assess, quantify and prioritize your license management needs. The SAM Workshop blends the knowledge of your management staff with the perspective of our team of expert licensing consultants.



This diagnostic process is tailored to help you develop a better understanding of your SAM environment. Our team collaborates with your designated project owners to identify immediate opportunities for improvement and chart a course for a world-class license management infrastructure. These discussions include:

- Better understanding of SAM as a business discipline
- Setting priorities for improving service levels, accelerating technology deployments and ensuring license compliance
- Evaluating your current technologies, systems and processes
- Mapping a course for continued investment with defined objectives and specific steps to obtain those goals

Fast Facts

- Cisco Gold Certified Partner
- HP Platinum Partner
- IBM Premier Business Partner
- Lenovo Premier Business Partner
- Microsoft Gold Certified Partner
- Lifecycle Management Services
- ISO 9001:2008 Integration Labs
- Advanced Technology Labs
- IT Management Services with a 24x7 Network Operations Center
- 432,000 square foot Distribution Center
- \$130M 'ready to ship' inventory, \$3.3B virtual inventory
- 2,500+ technical certifications

ABOUT INSIGHT

Insight is a technology solutions provider serving global and local clients in 170 countries. Today, thousands of clients, including more than 80 percent of the Global Fortune 500, rely on Insight to acquire, implement and manage technology solutions to empower their business. Insight provides software and licensing services globally. In addition, we offer a comprehensive portfolio which also includes networking, hardware and value added services for our clients in North America and the U.K. We are aggressively expanding our global capabilities by introducing new offerings, including hardware and services, to meet emerging needs for our clients worldwide. Insight is ranked No. 484 on the 2009 Fortune 500.

Insight and the Insight logo are registered trademarks of Insight Direct USA, Inc. All other trademarks, registered trademarks, photos, logos and illustrations are the property of their respective owners. ©2009, Insight Direct USA, Inc. All rights reserved. Updated 10.09



Insight[®]