# HAHTAM ACE

**Anglepoint** 

SINCE 2002

Future-Proof Your ITAM Program & ITAM Career

**Ron Brill** 

President & Chairman at Anglepoint ISO ITAM Standards Committee Chair



NASHVILLE, TN MAY 9TH - 11TH

# Introduction



**Ron Brill** 

President & Chairman of Anglepoint
ISO ITAM Standards Committee Chair



Figure 1: Magic Quadrant for Software Asset Management Managed Services



Source: Gartner (July 2022)

Gartner.



Increased pressure to reduce IT costs

# **Macroeconomics**

- Deglobalization & geopolitical instability
- Supply-chain challenges
- Recession & Inflation
- Great resignation

Software publishers increasing rates

Shortage of SAM skills, while demand increases

# **FinOps**

The de facto standard for CIPS financial management

#### **Green IT**

An evolving challenge for CIOs, directly tied to IT assets

#### **TBM**

The most common ITFM framework, dependent on ITAM

#### **Subscriptions**

Increasingly how IT assets are consumed—ITAM needs to adapt

### **Licensing Complexity**

Increasingly complex licensing use cases emerging (hybrid, RPA)

### **Composable Business**

A new governance model for ITAM in leading organizations

# Cybersecurity

Requires CAASM which, in turn, is dependent on ITAM

### **Disruptive Technologies**

Blockchain and Al/ML will change how ITAM is done

### **Open Source**

Increased prevalence requires ITAM to adapt

### **Operational Technology**

Increased prevalence requires new ITAM disciplines

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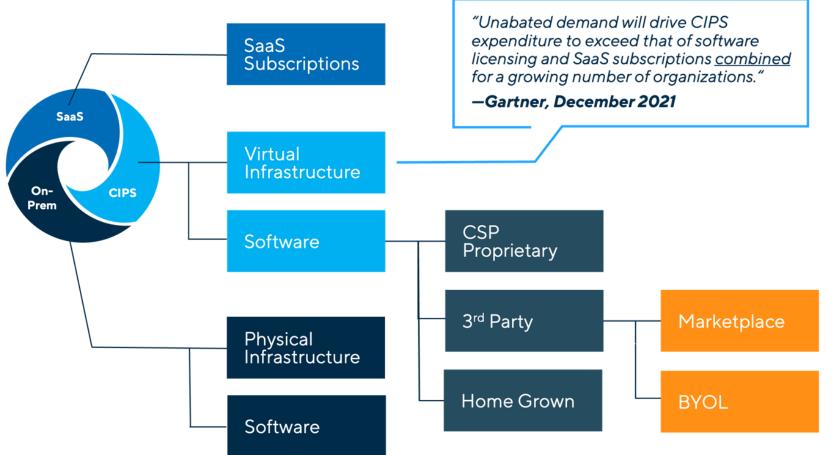
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# FinOps – Impact on ITAM









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# FinOps – Overview

# **FinOps Framework**

FinOps is an evolving cloud financial management discipline and cultural practice that enables organizations to get maximum business value by helping engineering, finance & business teams to collaborate on data-driven spending decision

# **Principles**

- ► Teams need to collaborate
- Everyone takes ownership for their cloud usage
- A centralized team drives FinOps
- ► Reports should be accessible and timely
- Decisions are driven by business value of cloud
- ► Take advantage of the variable cost model of the cloud

# **Domains**

Understanding Cloud Usage & Cost Performance Tracking & Benchmarking

Real-Time Decision Making

**Cloud Rate Optimization** 

**Cloud Usage Optimization** 

Organizational Alignment

# **Personas**











# **Maturity**



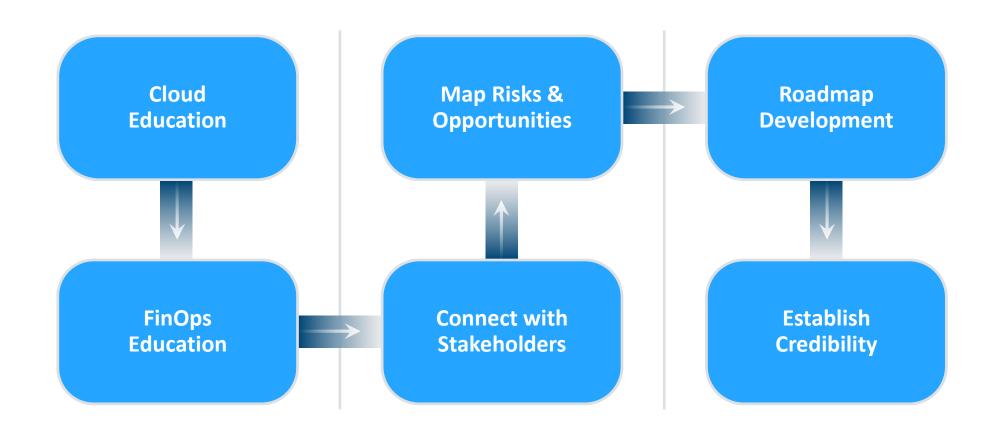
## **Phases**



From: The FinOps Foundation

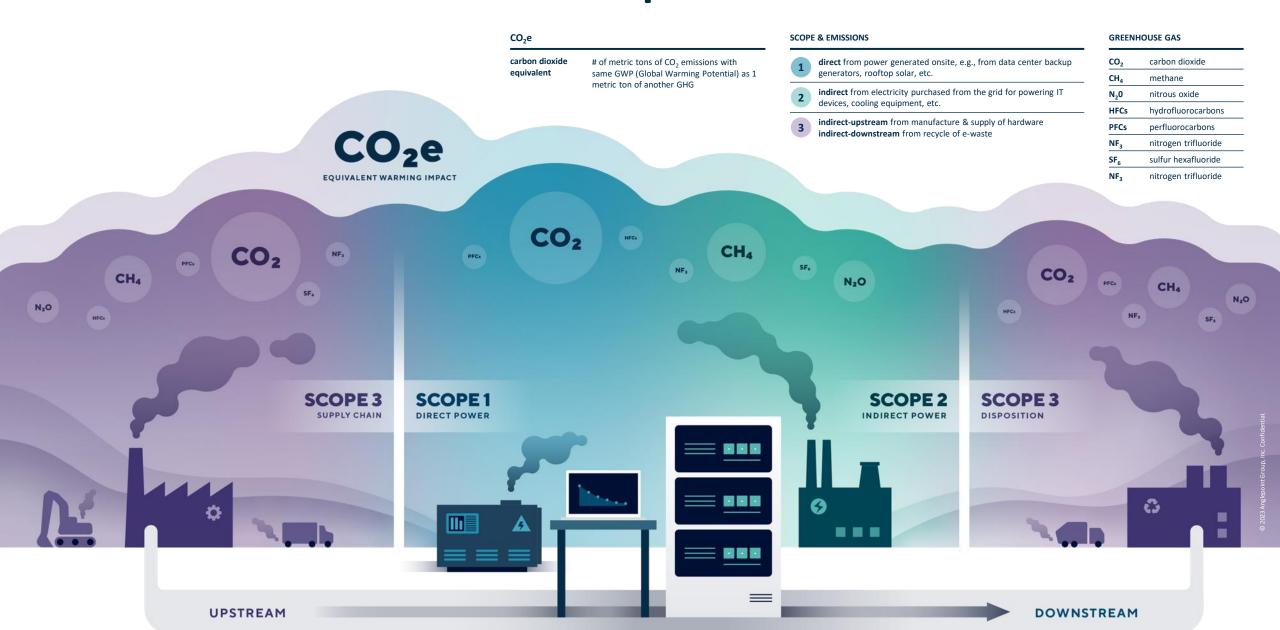


# FinOps – How to Adapt





# **Green IT – Impact on ITAM**



# **Green IT – Overview**

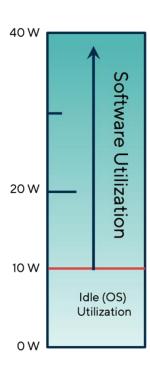
Understand Requirements

Measure

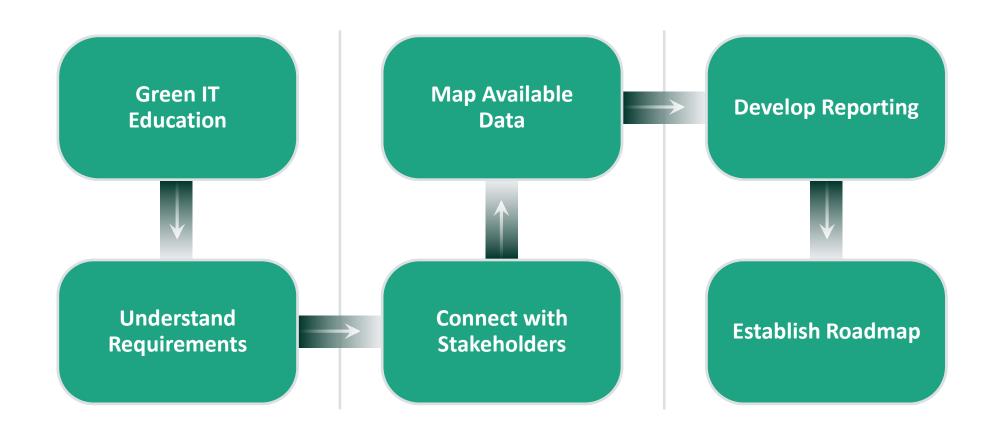
# **Optimize**



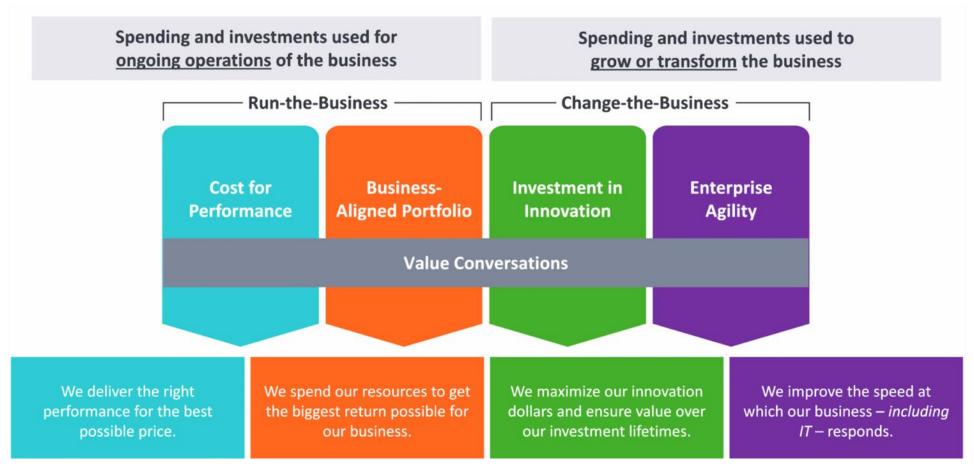
On-Prem	Hardware	<ul> <li>Materials &amp; Packaging</li> <li>Transportation</li> <li>Direct power</li> <li>Indirect power (e.g., HVAC)</li> </ul>	<ul> <li>Effective sourcing</li> <li>Extend life</li> <li>Recycle/reuse/repurpose/donate</li> <li>Eliminate unneeded</li> <li>Right-size</li> </ul>
	Software	<ul><li>Development (self-reported)</li><li>Hardware requirements</li><li>Power requirements</li></ul>	<ul> <li>Effective sourcing &amp; contracting</li> <li>Eliminate unneeded</li> <li>Optimize architecture</li> <li>Efficient scheduling</li> </ul>
Cloud (SaaS & CIPS)	XaaS	Self-reported by provider	<ul> <li>Effective sourcing &amp; contracting</li> <li>Eliminate unneeded</li> <li>Rightsizing instances</li> <li>Efficient scheduling</li> </ul>



# **Green IT – How to Adapt**



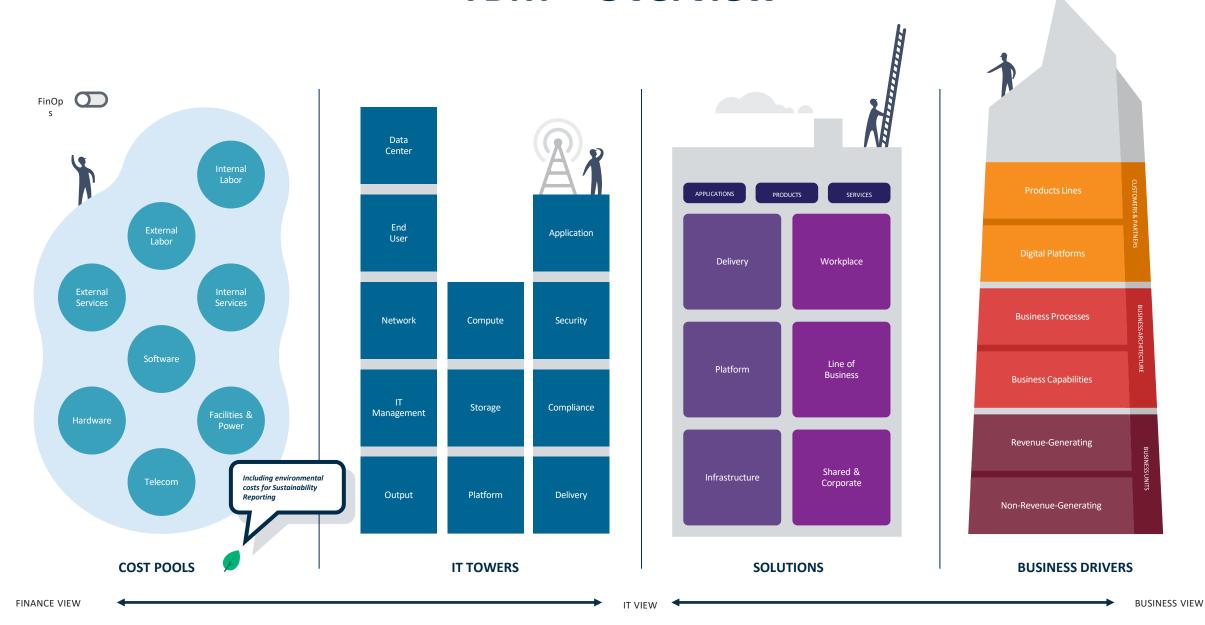
# TBM – Impact on ITAM



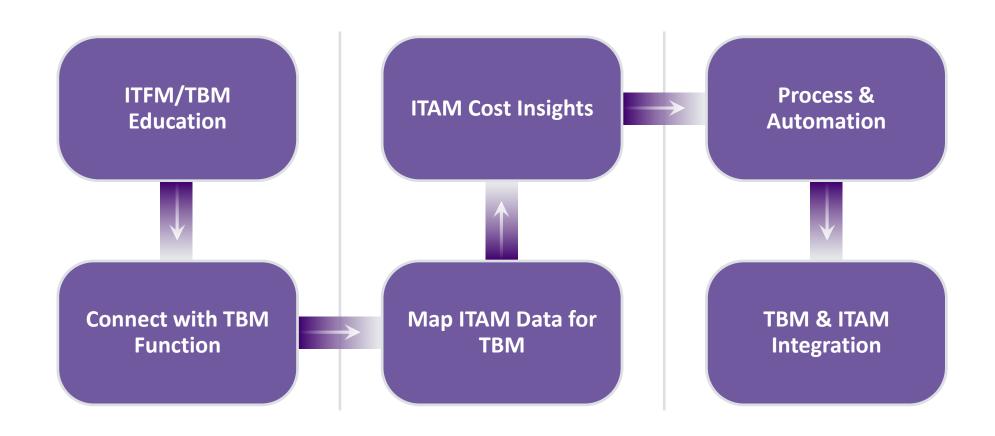
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# **TBM – Overview**



# TBM – How to Adapt



# **Cybersecurity – Impact on ITAM**

# The Equifax Breach



"As Webb's testimony shows, Equifax did not have a comprehensive picture of the software used within the ACIS application. The company's lack of knowledge about the software used within its legacy IT environment was a key factor leading to the 2017 data breach. Equifax's Patch Management Policy relied on its employees to know the source and version of all software running on a certain application in order to manually initiate the patching process. Therefore, the lack of visibility regarding Apache Struts use in the Equifax environment greatly increased the likelihood an unpatched vulnerability could go unnoticed."



# **Cybersecurity – Overview**

- > Complete, accurate and timely HW/SW inventory
  - Cyber Asset Attack Surface Management (CAASM)
  - Patch Management
  - Incident Response
  - End-of-Life Management
- > Reduce the number and variety of HW/SW assets
- > Reduce unauthorized HW/SW assets
- > Security in the HW/SW supply chain
- > Software Bill of Materials (SBOM)
- > SaaS security (IAM)
- > HW disposition & HW theft

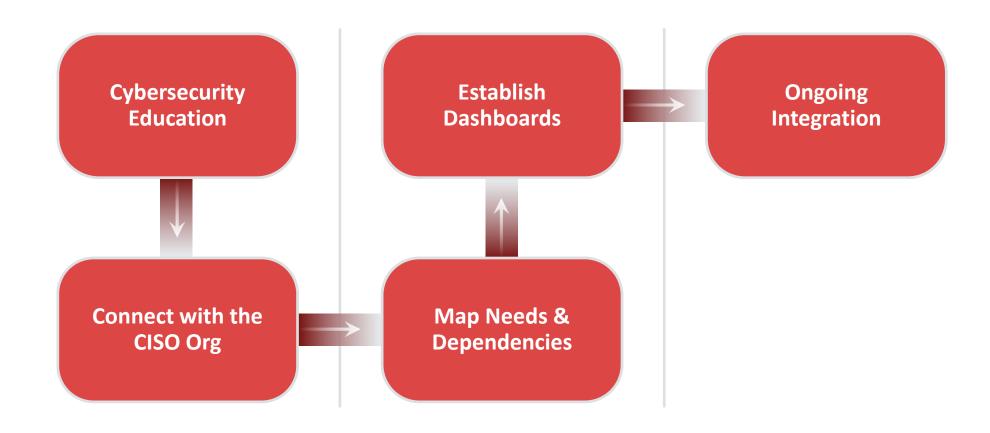








# **Cybersecurity – How to Adapt**



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ron.brill@anglepoint.com linkedin.com/in/ronbrill



