

IAITAM ACE

KICKIN' ASSETS
SINCE 2002

KPI Trending and Transparency
for Constant Improvement

Joseph Kaufman and Tony Schenke



NASHVILLE, TN
MAY 9TH - 11TH

About Joseph

Senior Software Licensing Consultant with SoftwareONE with over twelve years of IT Asset Management experience as both a client and consultant. I'm focused on controlling licensing costs and risks while ensuring customers meet their licensing goals.



ITAM Team Lead

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About Tony

Software Licensing Consultant with SoftwareOne with over 10 years of ITAM experience. After 9 years of developing and leading an ITAM practice, I moved to the consulting side in an effort to offer in depth analysis to customers interested in optimizing their spend across hardware and software, and now cloud. I like to find repeatable processes to analyze trends, find opportunities and stay on top of the technology footprint.



Senior ITAM Consultant

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**About
SoftwareONE**

software **one**

About SoftwareONE



Realized **over \$500 million**
in cost avoidance annually



Delivering ITAM Consulting Managed
Services across the globe in 90
countries



About SoftwareONE



FinOps Certified Service Provider
since 2020



SoftwareONE named a leader in
Gartner Magic Quadrant for
SAM Managed Services 3 years
running!





80 ITAM professionals in
North America

800 ITAM professionals
worldwide.

9,000 employees



KPI's lead to ITAM intelligence

Strategy & decision making

Technology Strategy is developed at the CXO level. Relevant & trustworthy data can support these decisions.



Driving value across the business

A Strong & effective Data Platform goes beyond the traditional SAM use cases. They support broader functions such as cloud, enterprise architecture, security, among other digital and transformational initiatives.



ITAM challenges

Lost Focus

ITAM/SAM teams still spend much of their time on non-strategic tasks

Wrong KPI's

ITAM KPI's are focused on compliance, not cloud and software cost optimization

Seat at the table

ITAM still does not influence where IT decisions are made

SAM tools reporting

SAM tools don't provide enough insights out of the box; reporting is rudimentary and based on holistic datasets that may not be relevant

Isolation

Siloed tools and processes result in disconnects between teams

Rapid transformation

Fast pace of technology transformation results in lack of process/skills in managing SaaS, containers and cloud

Lack of trends

Industry-specific insights or effective trend analysis lacking within various IT functions

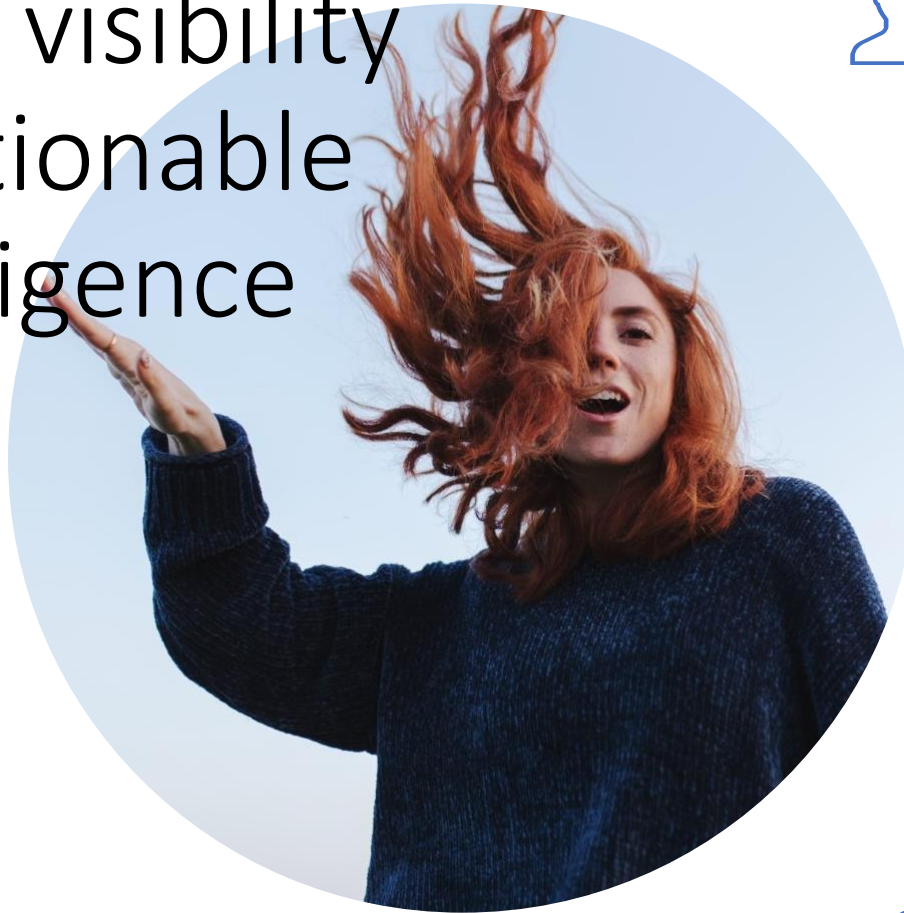
Impact of Analysis

Lack of strategic direction of ITAM and the inability to put good data to use in business decision making



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Stakeholders need visibility & actionable intelligence



Leadership & CIO

They need access to competitive insights that aid technology investment decision-making. CIOs need a common platform that presents their total cost of ownership of technology; on-premises or cloud.



ITAM Manager

ITAM requires a platform that allows them to provide various business functions with the relevant insights and data to enable their digital and transformational initiatives.



Procurement & Finance

Procurement and finance teams need visibility of impending renewals and requirements to achieve the best commercial outcomes, budget effectively and identify optimization opportunities working with the ITAM team.



Budget holder in business

They should rely on a trusted advisor to help them evaluate new technologies and ensure the licensing options are presented in order to make informed decisions.



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The value of ITAM Insights



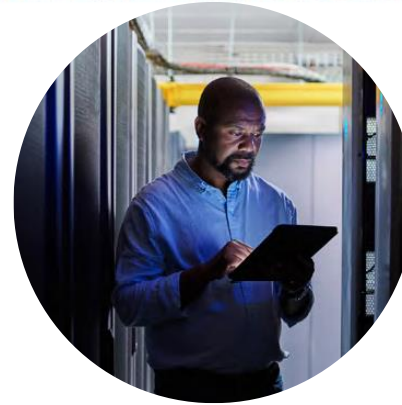
Visibility

Interactive dashboards provide ITAM teams with the deep insights needed to manage assets, reduce risk and costs dramatically. Enables strategic intelligence for senior leadership.



Reduce waste

Intelligence provided in ITAM Insights allows decision makers to identify areas for rationalization, standardization & optimization, saving costs and avoiding financial penalties. Raises the profile of ITAM in your business.



Financial control

Understanding costs and areas for optimization provides the control needed to make costs predictable and budgeting more accurate. Trending analysis allows risks and opportunities to be identified quickly.

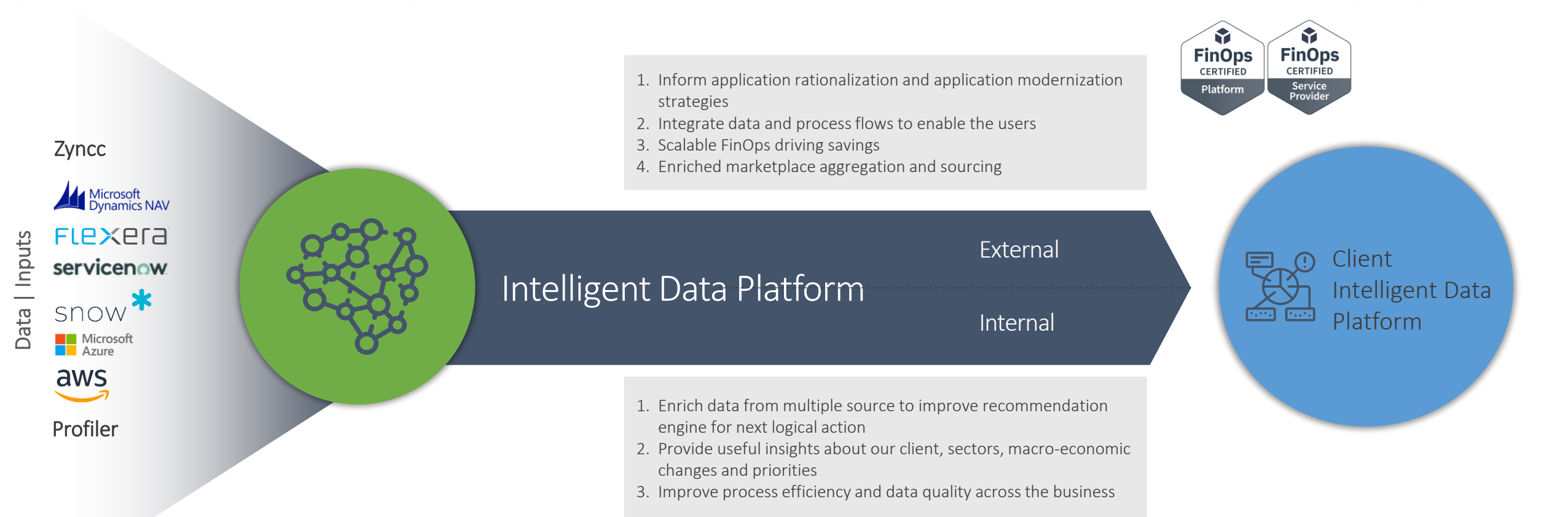


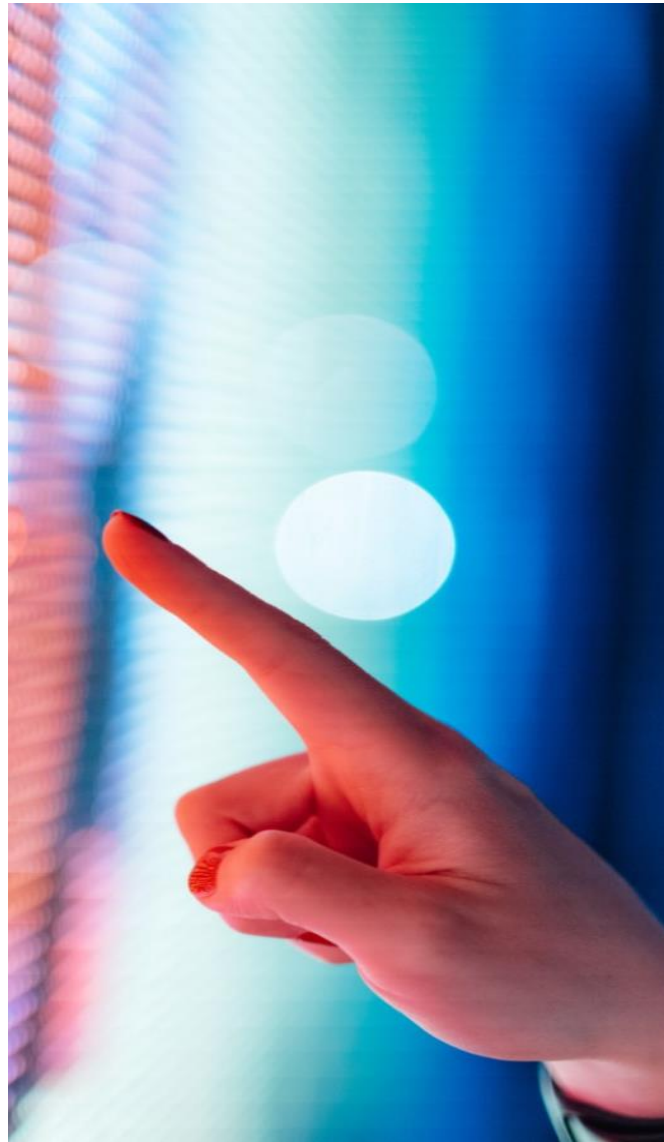
Effective decisions

Leaders have the visibility they need to deal with technical debt and transformation projects effectively. Strategic decisions are based on actionable intelligence rather than guess work.



Turning insights into value





software **one**

IT Asset Management Dashboard

Inventory Dashboard

Savings



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Trending towards progress



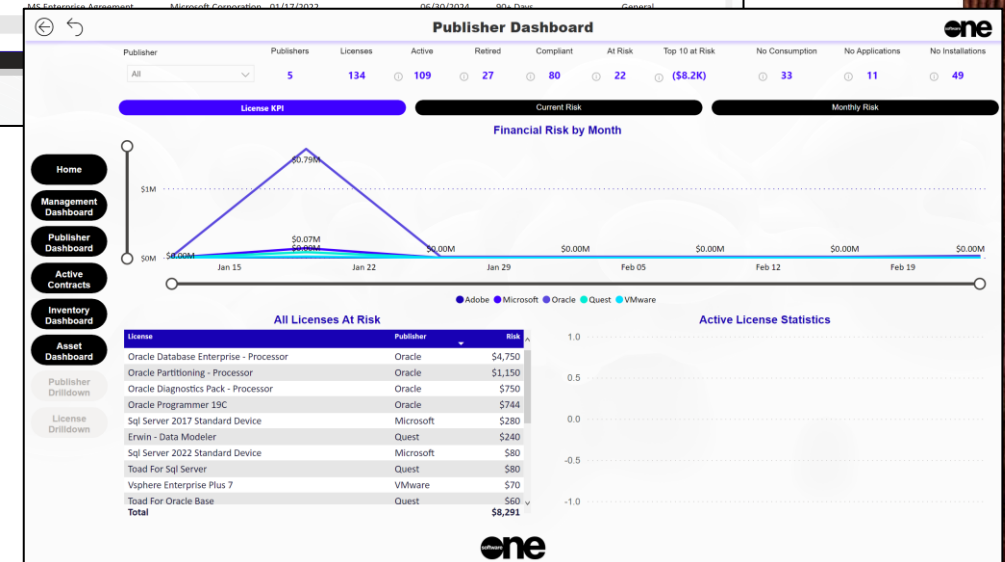
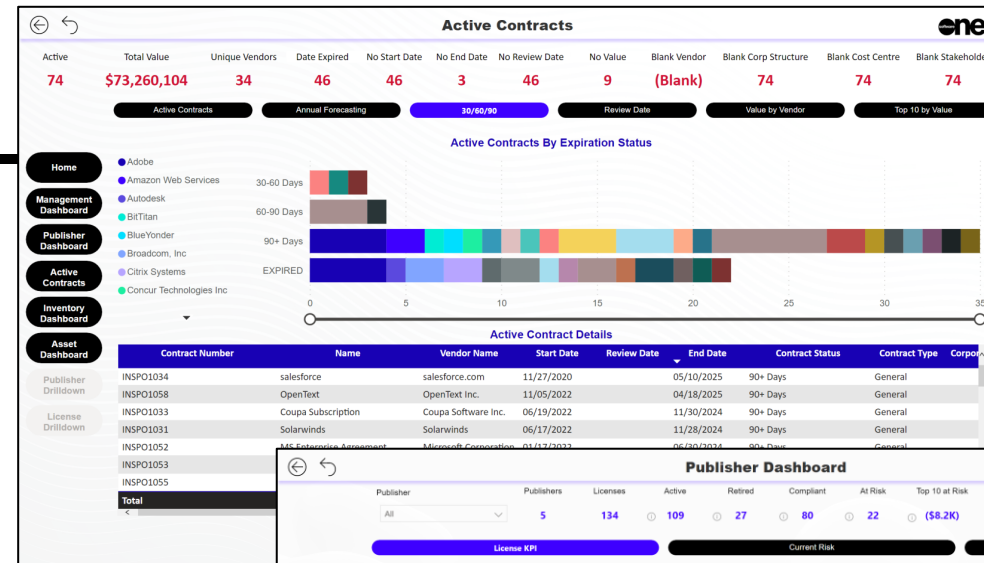
Requirements & challenges

- › Tracking spend over time
- › Unable to see value over time
- › Show progress over time, making the right moves
- › Easily understand how to move the needle to maturity or success



Identify Opportunities

- › Visibility of detailed publisher financial and high-level compliance risks and opportunities
- › Trending capability to show financial & business operation progress
- › Quickly identify low hanging fruit: software harvest and zero consumption
- › Proactive achievement of cost savings or avoidance where possible and delivering them on-time in relation to the contractual obligations



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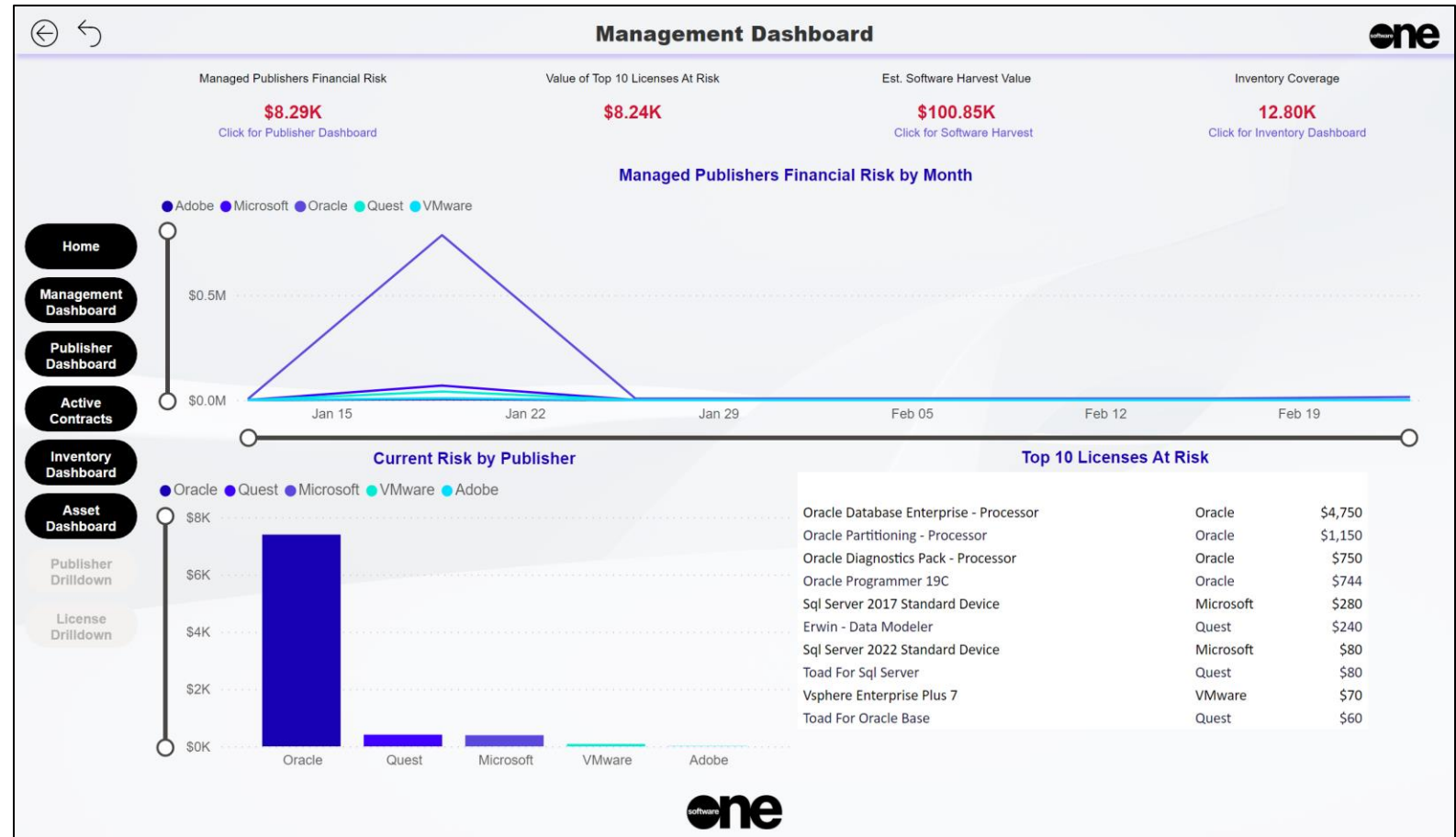
Management Dashboard

Management summary:

- Managed vendors
- Historic risk trending
- Top current risks
- Harvest value (value of assets not utilized that can be redeployed)

Advanced reporting through scroll overs and drill down functionality

Data can be exported to Excel and graphs moved to PowerPoint for management reports



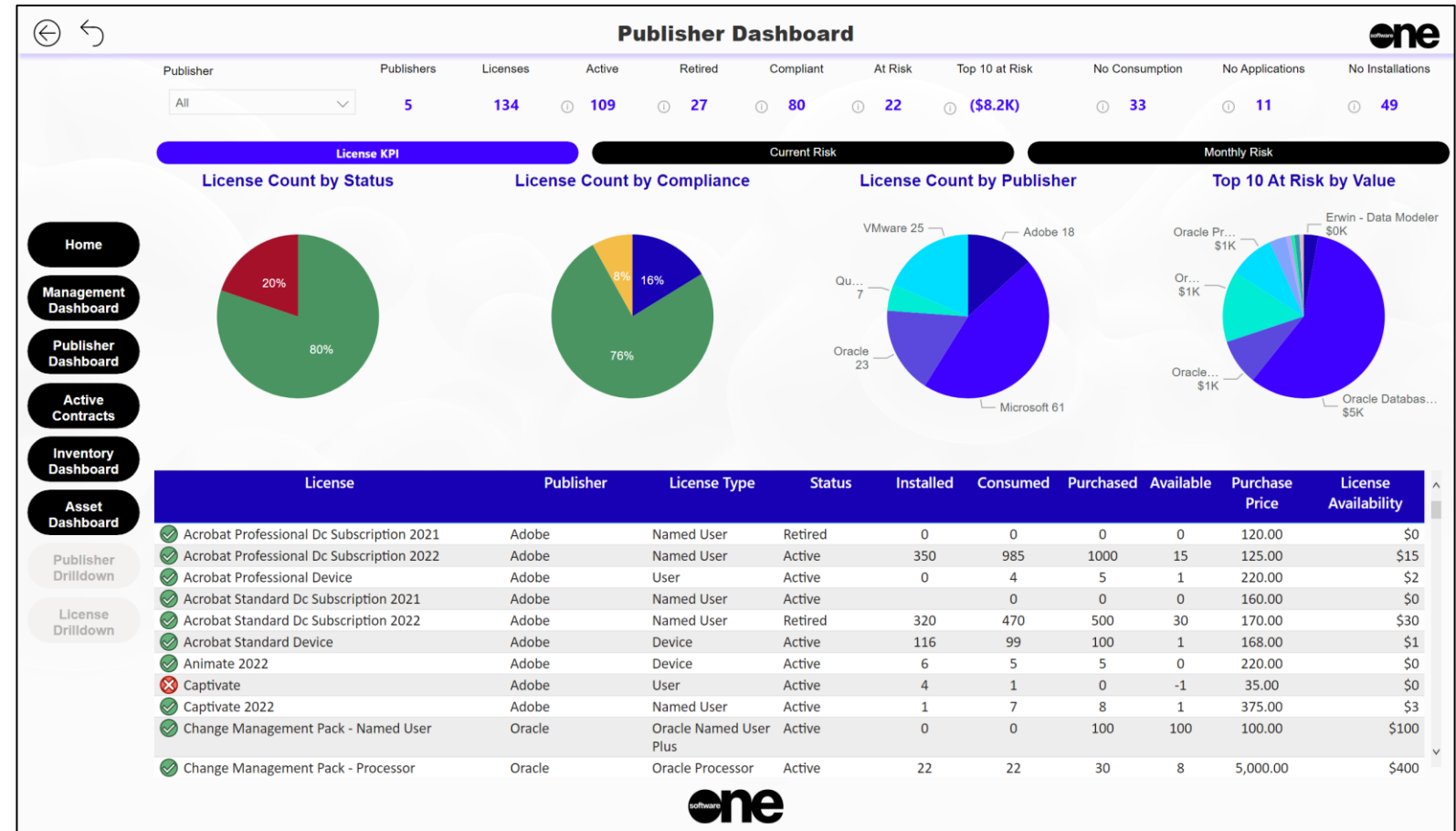
Publisher Dashboard

Application owners view:

- Active licence summary
- Financial risk
- Licence count by compliance status
- Unused licensing
- Harvesting opportunities

Advanced reporting through scroll overs and drill down functionality

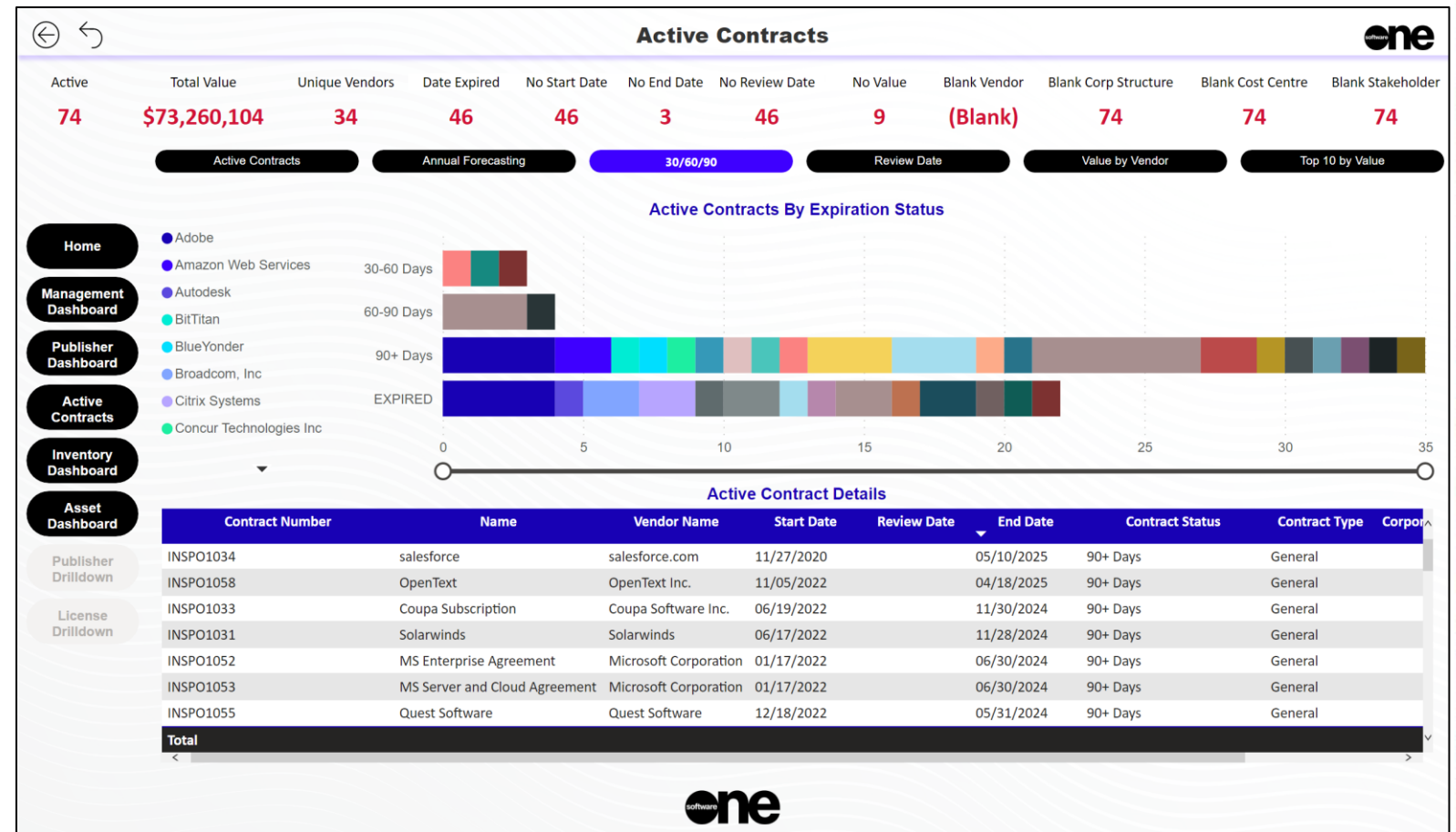
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Active Contracts Dashboard

Procurement & renewals intelligence:

- Renewals for coming period
- View of contracts due by vendor
- 30/60/90 day reports can be used for forecasting and budgeting
- Advanced reporting through scroll overs and drill down on vendors to bring up contract detail



Inventory Dashboard

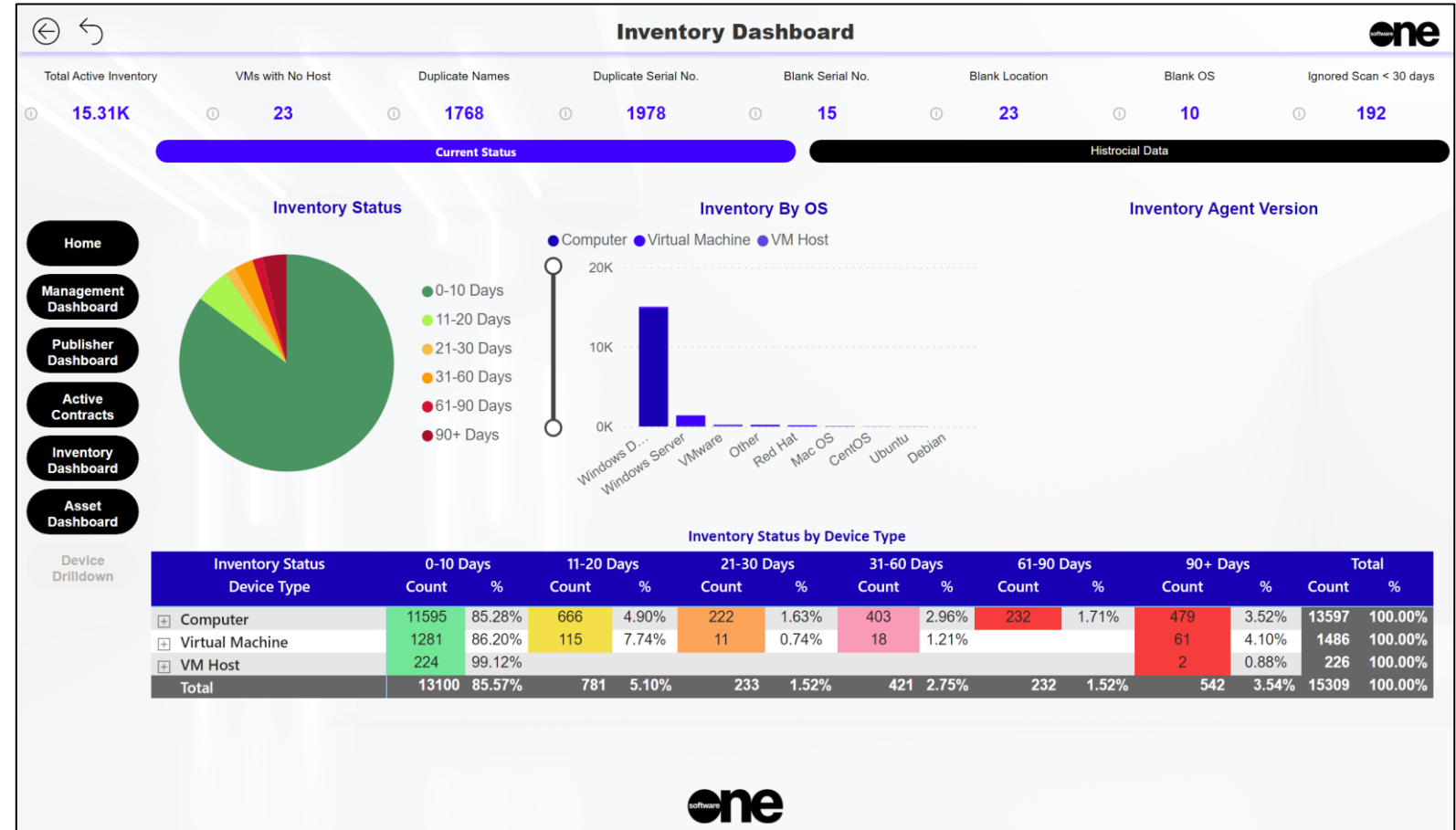
Advanced ITAM inventory reporting:

- Identifies issues that need to be actioned by ITAM teams
- Total active inventory
- Current inventory by machine & device type
- Inventory status

Detailed reporting options via in dashboard cards

Advanced reporting through scroll overs and drill down functionality.

Data can be exported to Excel and graphs moved to PowerPoint for management reports



Harvest opportunities

Identify active licences not being utilized that can be reassigned.

- Identify harvest opportunities.
- Work with customer for true opportunities and refine titles over time

Software Harvest

Est. Software Harvest Value: **\$100.8K**

No. of Licenses for Harvesting: **12629**

Filters: Publisher (All), License (All), Product (All), License Type (All)

	Publisher	License	Available	Purchased	Installs	Used	Purchase price	Re-Harvesting Quantity	Re-Harvesting Value
Home	Adobe	Animate 2022	0	5	6	0	\$220	6	\$12
Management Dashboard	Adobe	Captivate 2022	1	8	1	0	\$375	1	\$3
Publisher Dashboard	Adobe	Cs5 Design Premium	1	2	2	1	\$1,800	1	\$18
Active Contracts	Adobe	Cs6 Professional	1	2	3	1	\$1,800	2	\$36
Inventory Dashboard	Adobe	Flash Builder	-2	0	5	0	\$220	5	\$10
Asset Dashboard	Adobe	Photoshop - Unauthorized	-1	0	3	0	\$375	3	\$9
Publisher Drilldown	Adobe	Photoshop Elements	-3	1	4	0	\$100	4	\$4
License Drilldown	Microsoft	Core Infrastructure Server Suite Datacenter 2019	6	236	50	0	\$180	50	\$50
	Microsoft	Core Infrastructure Server Suite Datacenter 2022	12	1500	100	0	\$180	100	\$100
	Microsoft	Exchange - Server 2013	0	1	1	0	\$4,000	1	\$40
	Microsoft	Exchange - Server 2013	0	3	3	0	\$4,000	3	\$120
	Microsoft	Sql Server 2012 Standard Core	0	24	1	0	\$700	1	\$7
	Microsoft	Sql Server 2012 Standard Device	0	3	3	0	\$700	3	\$21
	Microsoft	Sql Server 2014 Standard Device	3	33	1	0	\$700	1	\$7
	Microsoft	Sql Server 2017 Standard Core	0	4	1	0	\$800	1	\$8
	Microsoft	Sql Server 2017 Standard Device	-14	1	15	0	\$2,000	15	\$300
	Microsoft	Sql Server 2022 Enterprise Core	0	240	20	0	\$3,000	20	\$600
	Microsoft	Sql Server 2022 Standard Core	0	224	32	0	\$800	32	\$256
	Microsoft	Sql Server 2022 Standard Device	-4	28	28	0	\$2,000	28	\$560
	Microsoft	Visio 2013 Professional	50	61	11	0	\$240	11	\$22
	Microsoft	Visio 2013 Standard	13	14	1	0	\$160	1	\$1
	Total		544	11195					\$100,847





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Questions?



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