

# IAITAM ACE

**KICKIN'** ASSETS  
SINCE 2002



Presentation of Alex and Short  
about Xensam



NASHVILLE, TN  
MAY 9TH - 11TH



## Main goals with SAM?

### WHY SAM?

**S**pecific - vendor, app, cost savings, organization

**M**easurable - what can you measure, the cost, amount of installations/users

**A**chievable - Is it achievable or not?

**R**elevant - Focus on the right thing

**T**ime-Bound - When?!

- ✧ Cost Savings/Cost Reduction / Cost Avoidance
- ✧ Visibility/Control
- ✧ Compliance
- ✧ Support business with software
- ✧ CMDB integration
- ✧ Data quality





High cost

cost

SaaS

New license metrics

Missing recourses

Decentralization

Software audits

Missing discovery

# What are the main challenges for an effective SAM?



# How to define the best process and policies?

- ✧ Goals
- ✧ Challenges
- ✧ Outcome
- ✧ Automation
- ✧ Centralization/Decentralization
- ✧ RACI table
- ✧ Vendor management





# The 1% rule

Focus on the right things.

**SIMPLE**

**SPEED**

**VALUE**



# What is the better fit: Central vs. decentralized organization?



Vendor management



TRUST



Delegation



Visibility and Transparency



RACI and Ownership



Clear policies and processes



# RACI Table

RACI				
Task	Responsible	Accountable	Consulted	Informed
Determine software needs	Team	IT Manager	Procurement, Business owner	None
Research software options	Team	IT Manager	Procurement, Business owner	None
Evaluate software options	Team	IT Manager	Procurement, Business owner	None
Purchase software licenses	Procurement	IT Manager	Procurement Team	Team
Negotiate software contracts	Legal	IT Manager	Procurement, Team	Business Owners
Delegate software management tasks	IT	IT Manager	Business Owners, Legal	Team
Install software	IT	IT Manager	None	Team
Monitor software usage	IT	IT Manager	Business Owner	None
Track software licenses	IT	IT Manager	Business Owner	Team
Update software as needed	IT	IT Security, Operations	Team	None
Retire outdated software	IT	IT Security, Operations	Business Owner	Team
Enforce software usage policies	IT	IT Manager	Business Owner	Team
Microsoft Contract	SAM team	Procurement	Software reseller	CIO





# How to ensure the management buy-in?

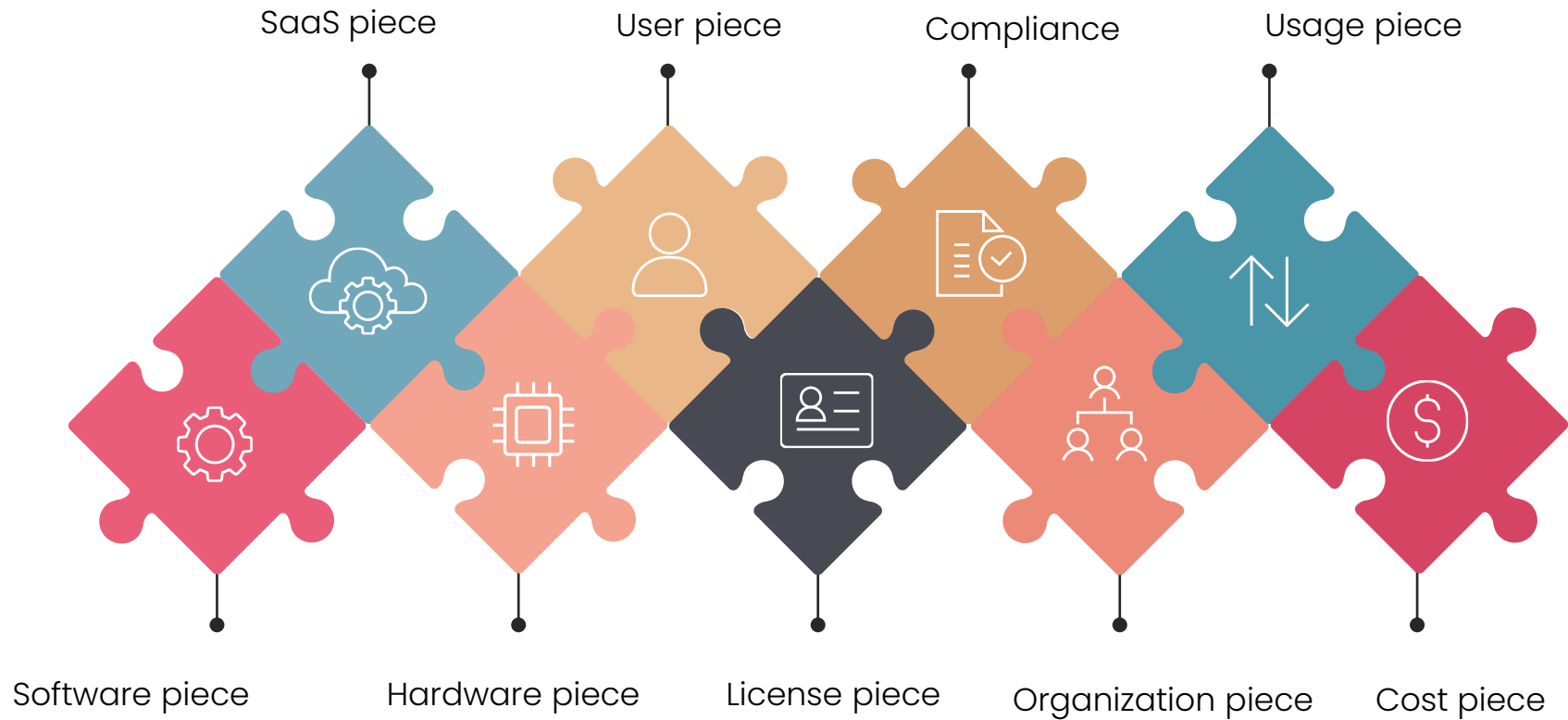
Data is the new oil, you own the data.  
Present to management the data they  
don't know about. Show your value!

Position SAM from a point of value.





# What are the different DATA pieces?



Your job is to gather the different pieces, present them or make a decision based on them. But what if you don't have all the pieces?



# Why connected?

- ✓ With more DATA that is connected you can make better and faster decision.
- ✓ With trustworthy data you establish trust and people make more and better decisions.
- ✓ The DATA is working for you and not the other way around



IAITAM.



## The new game?! SaaS

The house always wins.  
The publisher owns the data!  
Your Company is overspending from day 1!

xensam



Adobe Acrobat									
Organization 1187									
Computer Name	Cost Center	Server	Total Cost	Total Licensed Cost Client	Total Risk Client	Cost per Active Minute	Cost per Minute	Cost per Run	Primary User
DESKTOP-I9J7KD8	Org 1187	FALSE	790	0	790	10	0	158	USER1197
DESKTOP1192	Org 1187	FALSE	790	790	0	380	240	200	USER1189
DESKTOP1210	Org 1187	FALSE	790	0	790	495	300	275	USER1529
DESKTOP1236	Org 1187	FALSE	790	0	790	790	790	790	USER1347
DESKTOP1313	Org 1187	FALSE	790	9	0	790	790	790	USER1311
DESKTOP1409	Org 1187	FALSE	790	0	790	790	790	790	USER1386
DESKTOP1422	Org 1187	FALSE	790	0	790	790	790	790	USER1396
DESKTOP1467	Org 1187	FALSE	790	790	0	790	790	790	USER1430
DESKTOP1505	Org 1187	FALSE	790	0	790	790	790	790	USER1458
DESKTOP1552	Org 1187	FALSE	790	0	790	790	790	790	USER1494
DESKTOP1577	Org 1187	FALSE	790	0	790	790	790	790	USER1512
DESKTOP1578	Org 1187	FALSE	790	0	790	790	790	790	USER1513
DESKTOP1581	Org 1187	FALSE	790	0	790	790	790	790	USER1189
DESKTOP1596	Org 1187	FALSE	790	0	790	790	790	790	USER1524
DESKTOP1602	Org 1187	FALSE	790	790	0	790	790	790	USER1531
DESKTOP1621	Org 1187	FALSE	790	0	790	790	790	790	USER1546
DESKTOP1627	Org 1187	FALSE	790	9	0	790	790	790	USER1551
DESKTOP1656	Org 1187	FALSE	790	0	790	790	790	790	USER1567
DESKTOP2672	Org 1187	FALSE	790	0	790	790	790	790	USER1264
DESKTOP2678	Org 1187	FALSE	790	0	790	790	790	790	USER1445
DESKTOP2718	Org 1187	FALSE	790	0	790	790	790	790	USER1543
MACBOOK	Org 1187	FALSE	790	0	790	790	790	790	USER1185
VM2584	Org 1187	TRUE	790	790	0	790	790	790	USER1188



# Make the data work for you

Focus on your strengths - where do you have good data that can support your process for value?

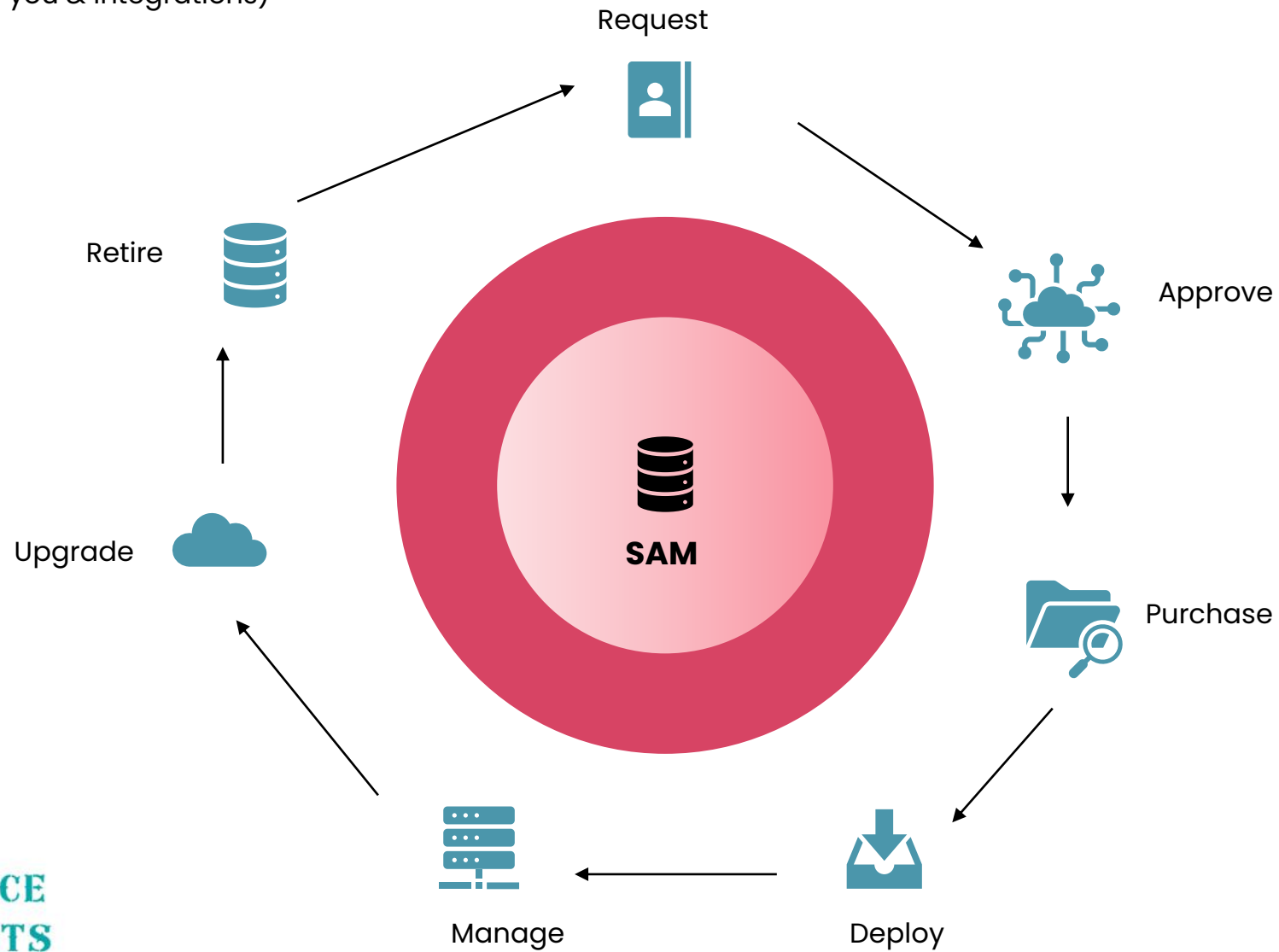
- ❖ Enable trust and delegate.
- ❖ Empower your users and negotiate and make decisions.
- ❖ Provide your decisions makers with trustworthy data.
- ❖ Transparency – Trust – Simplicity – Speed





# AUTOMATION

(Data working for you & Integrations)



## Summary:

- Goals (SMART goals)
- Challenges
- Simple
- Trust - transparency - delegation
- Policy and process
- Automation
- Focus + 1%





## Social media and contact





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**WELCOME  
TO OUR  
BOOTH 18**



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MAY 9TH - 11TH**