



## Software Asset Management

### How confident are you of your licences and procurement?

Computacenter can take the strain out of software asset management (SAM), ensuring you can reconcile your software purchases and deployments at any time. Our SAM consultants help you avoid under- and over-licensing and make sure your procurement is legally compliant.

### Avoid potential pitfalls

Computacenter's SAM service covers the following areas to give a thorough picture of where your organisation is with compliance and software spending in light of your evolving needs. We include the following:

- Policy and Procedure Review
- Entitlements and Tracking
- Software Audit
- Health-check

### We simplify asset management

Our SAM consultant studies key procedures and policies to see how well they fit your current business objectives. The consultant also works with you to map required internal purchasing, asset checking, validation and authorisation processes, identifying any required changes. Together, you define the Computacenter interfaces that deliver the service and create a strategic operational plan to help achieve your company's software requirements.

Software Asset Management defines and improves processes for maintaining entitlements and audit data. We make sure that entitlement tracking tools

are correctly installed, fit for purpose and licensed for use. We also test data feeds and updates, compile a full entitlements history and cross-reference customer data with those of other suppliers and vendors.

We help you define processes for maintaining the asset register then work with you to maintain it. We test and validate data feeds, update reporting formats to meet your needs, investigate and resolve data anomalies as well as refresh and maintain other data sources to ensure that the software systems updating the asset register are compatible.

We can review your purchasing requests to identify whether they should result in a new purchase, redeployment, harvest or rejection.

Finally, we compile and issue a report with recommendations on our findings concerning audits, licensing, entitlements, compliance and overspend.

This ongoing service, which is charged monthly, assures you of legal and compliant procurement.

# Software Asset Management

## Benefits of our Software Asset Management service

- Greater portfolio and version control
- Ability to redeploy existing licences where they are needed
- Reduced cost of procurement, support, upgrade maintenance charges
- Simplified, easier systems – improve operations and reduce concerns about unsupported programs, viruses and security issues
- Controlled software deployment: standard builds, electronic software distribution, desktop lockdown
- Reduced risk of non-compliance and legal threat by identifying illegal software use, and addressing poor licensing practice – providing an audit trail and proof of compliance
- Ability to calculate value of software assets for accounting balance sheet
- Identified extent of software in use and identify opportunities for portfolio rationalisation
- Reduced diversity and complexity of estate to reduce support costs: spend around core products and standard builds is rationalised

## Taking it one step further

### 1.1 License Consultancy

A fixed-term consulting engagement during which we compute the best-fit, lowest cost license option for a customer's specific requirement.

### 1.2 Benchmarking/Vendor Negotiation

We act as a sounding board, checking the deal that the customer gets from the vendor provides best value, and we help the customer in their vendor negotiations.

## Why Computacenter Services?

As Europe's leading independent provider of IT infrastructure services, Computacenter delivers consistently superior software services to all verticals, including the public sector.

- We are the UK's largest independent software provider with turnover of approximately £250m, over £70m of which is from non-Microsoft vendors
- Computacenter is a UK-owned, FTSE 250 company with 5,500 UK staff and with 5,000 European staff
- Our top-tier relationships with over 32 major vendors enables us to negotiate the best prices to our customers
- We provide complete software licence management in a flexible, modular form – choose and pay for only the services you need
- We configure our services to meet your individual requirements, no matter how complex
- Our professional services staff are committed to delivering tangible benefits from the start
- We offer on-site delivery and support through a national network of 150 dedicated account managers rather than through a call centre
- Vendors consistently recognise our product knowledge and implementation expertise

Computacenter's coverage extends to 120 countries for both products and services, supported by our direct businesses and partner network. We have been delivering successful, value-added business solutions to our customers since 1981.

## Accreditations

Computacenter holds software accreditations with all its vendors, among them:

- Citrix Platinum Solutions Adviser
- FAST, member of the Certified Reseller Group
- IBM Software Premier Business Partner
- One of the largest Microsoft LARs in the UK, Microsoft Gold Certified Partner – Licensing Solutions
- McAfee Elite Partner, 2006 EMEA Partner of the Year
- Novell Platinum Partner
- Symantec Platinum Partner
- VMware Premier Enterprise Partner – the first and only in the UK

We are the only Large Account Reseller able to provide end-to-end solutions for all of your IT needs from hardware and software to IT services.

## What next?

For more information, please contact your Computacenter account manager. Alternatively, email us at [software@computacenter.com](mailto:software@computacenter.com) or visit [www.computacenter.com](http://www.computacenter.com).