# Software Asset Management Services

Are you confident that you are not overspending on your software licenses and associated maintenance? Do you know your compliance position with your software suppliers so that you are ready for an audit, true-up or contract negotiation? Are the tools that you have in place generating accurate data and reports that can be used to make good business decisions about how you are managing and optimizing your software assets? Are you comfortable with your current Software Asset Management (SAM) program in terms of processes, skilled resources, and tools?

If your response to any of these questions is "no," then Siwel can help. Our SAM team provides the following services to help your organization improve how you are managing and optimizing your software assets to positively impact your financial bottom line:

- Software License Position
- Contract Advisory Services
- Program Assessment and Design
- Lifecycle Management Services
- Tools Optimization Services
- Mainframe Asset Management Services

## Software License Position

Siwel provides Software License Position (SLP) Services to help organizations maximize license utilization and understand their compliance position with leading software suppliers. Our team of SAM experts will:

- Establish an entitlements baseline from your software contracts and agreements
- Analyze, review and reconcile data collected by the existing discovery tools in your environment. If additional discovery is required, Siwel can generate the required data.
- Establish your compliance position by comparing and reconciling software entitlements versus actual deployments
- Identify opportunities to maximize software license utilization

The knowledge gained from an SLP will place you in the strongest possible position as you enter into software audits, true-ups and contract negotiations, and will help you maximize your software investment.

### Why Siwel?

Siwel helps organizations manage and optimize their IT assets to reduce non-compliance risk and eliminate unnecessary costs. We have been planning and implementing successful SAM solutions for Fortune 50 through middle market companies for more than 18 years. This experience has taught us that a successful SAM program must combine accurate, real-time business intelligence with business analytics, enabling your organization to make better business decisions and improve financial performance.

## Contract Advisory Services

Siwel's Contract Advisory Services are designed to provide guidance, strategy and direction to ensure that your contracts are aligned and "right-sized" to minimize risk. Siwel will:
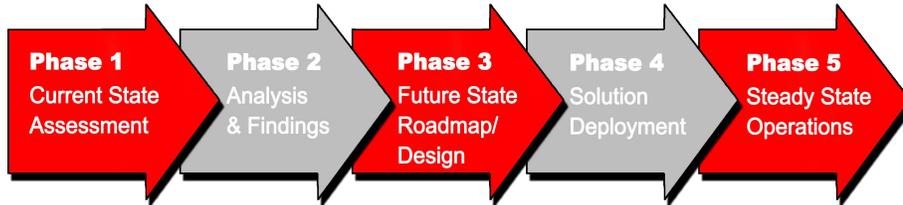
- Ensure alignment of the contract with business requirements and your technology roadmap
- Advise on pertinent terms and conditions in the contract
- Optimize value, flexibility and benefits of the contract
- Analyze contract revisions, cost implications and potential risk during negotiations, and recommend alternatives
- Consult on negotiating strategy
- Participate at the negotiating table representing our clients, or act as agents for them

Through Siwel's Contract Advisory Services, your organization will be in a position of knowledge and power as you enter into negotiations with your supplier.

# Program Assessment and Design

Siwel's ITAM Program Assessment and Design helps organizations build or enhance their ITAM processes, skilled resources, and technology through this 5-phased approach:

- *Current State Assessment*: Identify what your organization is doing today
- *Analysis and Findings*: Analyze the gaps and risks in your current program
- *Future State Roadmap or Design*: Build a roadmap or design a detailed plan of what needs to be done to achieve the desired vision for the ITAM program
- *Solution Deployment*: Implement the ITAM program design
- *Steady State Operations*: Review the new ITAM program's effectiveness and make adjustments if required

**Phase 1** Current State Assessment → **Phase 2** Analysis & Findings → **Phase 3** Future State Roadmap/ Design → **Phase 4** Solution Deployment → **Phase 5** Steady State Operations

The end result of this service is a reliable ITAM program that generates accurate information about your software assets and enables your organization to make good business decisions about how you are managing and optimizing them.

# Lifecycle Management Services

Siwel manages enterprise software contracts and associated licensing for leading software publishers for our clients. Our Lifecycle Management Services team will:

- Validate software licenses, usage and rights through order process and discovery data
- Track software licenses through their lifecycle
- Determine compliance position and maintain an entitlements baseline
- Manage chargebacks
- Harvest and reallocate unused software
- Generate reports on real-time license usage, cost and allocation
- Identify opportunities for cost avoidance and potential risk or compliance issues
- Support audit preparation and readiness
- Standardize and centralize SAM processes to facilitate structured management and accurate reporting on software
- Support license management tools

Through Siwel's Lifecycle Management Services, our clients are able to maximize their software investment, minimize risk and exposure, and reduce software spend by centralizing the licensing and deployment process.

# Tools Optimization Services

Many organizations select and implement tools to help automate some of their SAM processes and generate data that will be used to make business decisions. Often times, companies struggle with tools implementations due to lack of dedicated resources or experience with the particular solution, and they require external expertise.

Siwel's Tools Optimization Services team is well-versed in best-of-breed discovery and software license management solutions and helps organizations with the following:

- Install and configure best-of-breed Software Asset Management solutions
- Provide guidance on how to configure and optimize SAM tools
- Assist with inventory and discovery tool selection
- Assist with vendor product upgrades, installation and implementation support
- Perform SAM bundling and reporting
- Provide product knowledge transfer

Through Siwel's Tools Optimization Services, our clients get the most from their tools through more productive and successful implementations and usage.