

# Control Costs and Mitigate Risk with Software Asset Management Services from Lighthouse

End-user organizations are faced with ever-increasing challenges in managing their IT assets. Software Asset Management can help not only reduce software-licensing exposures, but also optimize and reduce costs. Lighthouse Computer Services is a Premier IBM partner in the Northeast. With training from IBM, Lighthouse has deep expertise in IBM software licensing, and with the IBM License Metrics Tool (ILMT). Lighthouse and IBM offer a joint client service offering related to ILMT and Software Asset Management.

This offering helps you assess your current Software Asset Management (SAM) program and identify areas for improvement – with the overall goal being to minimize risks and control costs. Customized offerings can also include product education, SAM program design, implementation and ongoing support.

## Highlights

- Cost control
  - Asset protection
  - Optimization and consolidation efforts
  - Software license compliance
- For operational reasons including support, information security, business continuity, configuration management, and change management, amongst others.

## About Lighthouse Computer Services

We are proud to be recognized year after year as a preferred partner of IBM. We received IBM's Beacon Award for North America Strategic Partner in 2016, we received IBM's Premier Business Partner Choice Award in 2014, we were an IBM Watson Finalist in 2017, and 2018 IBM North America Top Strategy Business Partner Excellence Award. For over 23 years, we've served businesses across the US Northeast. With regional knowledge and local resources at the ready, we're here to help your business succeed.

## The Next Conversation

Let's start an energized conversation on how we can help. Let's get started.

## Challenges:

- Unpredictability of annual software costs
- Identifying the root cause of a recent audit exposure
- Understanding how SAM plays a key role in managing risk
- Identifying gaps in process that impact technology cost

## Benefits:

- Effectively predict software needs and ongoing support costs
- Cost avoidance from overbuying licenses
- Identify opportunities to redeploy unused software licenses
- Higher confidence in assurance of information security

## Deliverable:

- Assistance in assessing current SAM program – an assessment report including findings and recommendations. We will provide knowledge transfer and best practices
- Training on what SAM is, what its benefits are and how to implement it
- Potential Services for all stages of SAM design, implementation and ongoing support to fit your needs
- Project management for an ILMT implementation
- Duration: 10 days minimum. Can scale based on customer needs

