



FLEXERA

SAM as a Service

End to end SAM, delivered by KPMG, powered by Flexera.



Software is a major part of IT spend, but it's difficult to track and manage. KPMG has teamed up with Flexera to provide a transformative, end to end, SAM service that combines Flexera's market leading tooling for technology asset management and KPMG's expertise in software licencing.

Software is too expensive to waste...

Software licencing can represent up to 22% of company IT spend¹, but many organisations can't answer even the most basic questions about their software assets:

- What assets do you own?
- Do you have the right licenses in place?
- How much do they cost?

And, because most companies don't focus on their licencing arrangements, many face large and unplanned expense to address non-compliance .

You need the right combination of governance, people, processes, and technology for your Software Asset Management (SAM) to deliver tangible business benefits.






Optimise your software assets with clearly defined, repeatable, and automated SAM processes.

... and unmanaged software introduces risk.

A clear view of your software assets will put you in a stronger position to address risks and to capitalise on opportunities:

- **Reduce** risk and cost of software **non-compliance**
- **Negotiate more favourable contracts** using enhanced understanding of your software use and business needs,
- Use accurate information to **calculate future demand**
- **Identify software vulnerable to exploitation**, for example aging, unpatched, and end of life, deployments
- Demonstrate **controls and processes required to support regulatory obligations** like GDPR and SOX
- **Inform strategic initiatives** such as M&A activities, cloud transformation, or product rationalisation.
- **Improved business continuity** procedures though knowledge of specific machine builds and inter-dependencies

A tailored, step by step, approach:

Maturity Assessment	Flexera FNMS Implementation	Configuration	Compliance & Value Extraction	SAM as a Service
 <ul style="list-style-type: none"> — We assess your current maturity levels for SAM, referring to ISO19770 — Our professionals work with you to develop and define your SAM strategy — For selected software vendors, we prepare a baseline licence position & risk assessment to support the current and target state. 	 <ul style="list-style-type: none"> — Address defined business outcomes — Hosted or On-Prem? — Customise our standard implementation plan to suit you — Add in specialist modules to address specific needs — A shoulder to shoulder approach with you, Flexera, and KPMG 	 <ul style="list-style-type: none"> — Manage data consolidation and data cleansing — Make sure your reporting is fit for purpose — Use KPMG's expert licencing knowledge to apply license use rights — Manage on-prem and Cloud environments. 	 <ul style="list-style-type: none"> — Design repeatable, robust processes so you can create license positions for your strategic vendors — Help find and exploit cost savings 	 <ul style="list-style-type: none"> — Make management ongoing and continuous — Advise on future purchasing — Alert you to software needs and opportunities

Source: ¹ IT Key Metrics Data 2018: Executive Summary, Gartner, December 2017



Over licensed

Optimal

Out of compliance



Why Flexera?

Flexera is an established leader in software asset management tooling. Their technology helps enterprises gain visibility of and control over their IT assets. Specifically, Flexera's FlexNet Management Suite (FNMS) helps organisations to reduce ongoing software costs and maintain continuous license compliance.

- FNMS is a modular and configurable solution: you only buy what you need and you customise it to meet to your specific use case
- Cloud or on premise solutions available
- Inventory can be collected through agent or agentless capabilities, or sourced direct from existing tools (like SCCM) via pre-built integrations
- Software & Hardware data is normalised in accordance with naming conventions from Flexera's 'Data Platform'
- Out of the box recognition of normalised data and specialist modules for tier one data centre vendors: Microsoft, SAP, IBM, Oracle, VMWare, & Symantec
- Cutting edge data visualisation and management reporting to show compliance, surface risks, and put you in control.

Why KPMG's SAM Team?

There is no SAM tool, or combination of SAM tools, capable of performing all of the activities required of SAM. Your investment in technology needs to be backed up with suitable governance, people, and processes.

A hosted managed service could provide a more effective long-term solution for your organisation.

'SAM as a Service' from KPMG delivers a tangible return on investment by providing the requisite software licensing expertise leveraging Flexera's asset management technology :

- Continuous reporting on software compliance
- Identification of opportunities to make financial savings
- Support with vendor audits and license management
- Support in contract negotiation and vendor management
- Advice on future purchasing requirements
- A wide range of additional services designed to help you get the best value from your existing investments and contracts.

Things to think about

	Yes	No
Do you have SAM tools that provide Trustworthy data across all of your strategic software vendors?		
Are your software licence entitlements collated and clearly documented in a single repository?		
Do your SAM processes provide a controls system to prevent wasted expense and compliance risk?		
Can you monitor compliance in real-time?		
Do you add value to other IT functions?		

Did you respond 'no' to any of these questions? Would you like to turn them into 'yes'?

Our end to end SAM service combines elements from a large portfolio of SAM services, all designed to help you connect your SAM capability across your IT and business functions. Our expert SAM consultants are on hand now to help you achieve and exceed your SAM ambitions. Get in touch to discuss more ways we can support your journey, such as:

SAM Maturity Assessment

ISO 19770 has been updated. Now classified as a management standard, it has a wider remit – going beyond software asset management ('SAM') into full IT asset management ('ITAM'). We can help you assess, understand, and adapt your IT management systems in line with the updated ISO 19770.

SAP Software Optimisation

Validating user reporting before it is submitted to SAP can allow significant licensing optimisation. We can provide the know-how required to critically analyse the quality of the data you are submitting for audit, and understand risks and opportunities ahead of submission. Only pay for users who need SAP, and only pay for the correct level of usage.

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