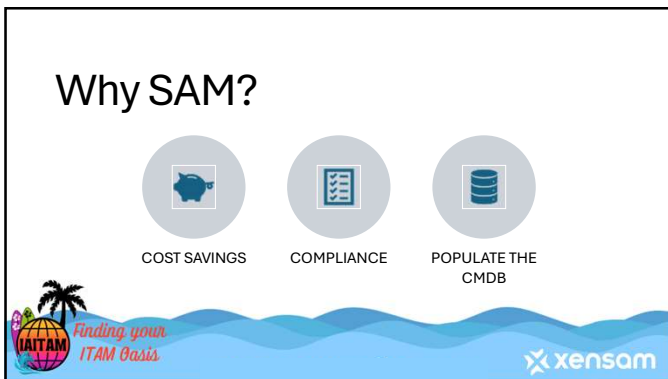




1



2



3

Slide 4 features four icons representing key benefits: a cloud icon for 'Savings on TOP Tier Vendors: Microsoft, Adobe, IBM, Oracle, SAP, VMware, Engineering apps'; a piggy bank icon for 'Savings tail-end spend'; a stack of money icon for 'Avoiding costly audits'; and a database icon for 'Quality data into CMDB'. The slide includes the 'Finding your ITAM Oasis' logo with a globe and palm tree, and the Xensam logo at the bottom right.

4

Slide 5 contains the text: *Every device and user comes with X amount of applications = costs. We need to have visibility of every user and all their software assets.* The slide includes the 'Finding your ITAM Oasis' logo with a globe and palm tree, and the Xensam logo at the bottom right.

5

Slide 6 features a central Xensam logo surrounded by six categories of visibility: 'Cost Visibility', 'Contract Visibility', 'SaaS Visibility', 'Compliance Visibility', 'Active Usage Visibility', and 'Hardware Visibility'. Each category is accompanied by relevant icons, such as vendor logos for Cost and Contract visibility, and server racks for Hardware visibility. The slide includes the 'Finding your ITAM Oasis' logo with a globe and palm tree, and the Xensam logo at the bottom right.

6

WHAT YOU HAVE INSTALLED VS WHAT YOU HAVE PURCHASED.

WHAT YOU ARE USING IS WHAT YOU ARE PAYING FOR.

CHALLENGE: TIME MANAGEMENT

Finding your ITAM Basis

xensam

7

What is software?

- Application name
- Version
- Edition
- License metric
- EOL EEOL
- Price
- Upgrade and downgrade
- License
- User
- Organization
- Cost
- Owner
- Manufacturer
- Family
- Product Suite
- License Suite

Finding your ITAM Basis

xensam

8

How much can you save on every user or device?


Finding your ITAM Basis

xensam


9

Discovery - Presentation - Integraton

- Findings
- What to manage
- Added value
- How to manage (compliance, cost savings)
- Data integration
- Data working for you
- Populating CMDB
- Auto uninstallation



Finding your ITAM Basis



10


Where can you get the most money?




11

What's next?

- What Visibility?
- What Automation?
- How Simplicity?
- What Outcome can you expect?



Finding your ITAM Basis



12