

1



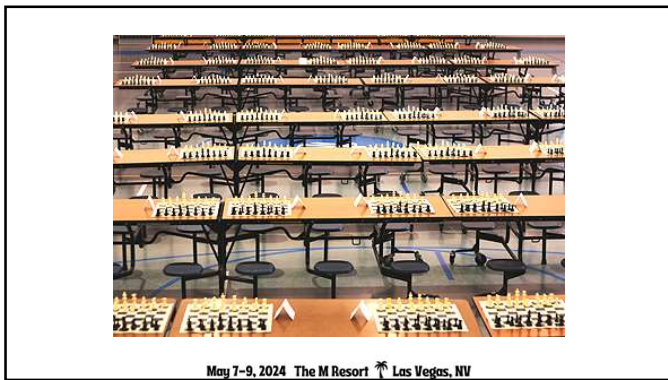
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Tools to the rescue

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Tools brought normalization

Those invoice level transactional details you need to interpret your Entitlements and your Discovery tool results which are evidence of usage need to be normalized to one enriched catalog full of vendor know-how!

```

graph TD
    Manufacturer[Manufacturer] --> ProductFamily1[Product Family]
    Manufacturer --> ProductFamily2[Product Family]
    ProductFamily1 --> Product[Product]
    ProductFamily2 --> Product
    Product --> PartID1[PART ID]
    Product --> PartID2[PART ID]
    Product --> PartID3[PART ID]
    PartID1 --> Article1[Article]
    PartID2 --> Article2[Article]
    PartID3 --> Article3[Article]
  
```

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Tools brought normalization

Repeatable calculation of complex license metrics

Monthly	Monthly	Product name	Device
2023	2023	2023	2023
2023	2023	2023	2023
2023	2023	2023	2023
2023	2023	2023	2023
2023	2023	2023	2023
2023	2023	2023	2023
2023	2023	2023	2023
2023	2023	2023	2023
2023	2023	2023	2023


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What has changed?




SAM tools providing real time visibility was a basic need back at the birth of SAM.

Then add in challenges like:

- Complex Licensing Metrics
- Changing Licensing Metrics
- Virtualized Envr
- SaaS
- Container
- Cloud
- BYOL

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Today Asset Management tools should aim to

Manage Clients & Outsider

- Avoiding extra costs
- Client software metering & reharvesting
- Accurate hybrid benefit optimization
- License downgrading
- Oracle optimization
- SQL, Windows Server & Red Hat optimization

Minimize your unutilized resources to **under 5%**

Manage SaaS

- Management of all SaaS vendors in one platform
- Downgrading
- Reharvesting

Save **up to 30%** of your top 10 SaaS vendor's budget

Manage SAP

- Named User Optimization
- Analyze DigitalAccess
- SAPHANA Transition optimization
- Reharvesting & write back

Save **up to 15%** of your SAP spends

Manage Portfolio

- Optimize portfolio based on classification
- Close security risks with vulnerability database

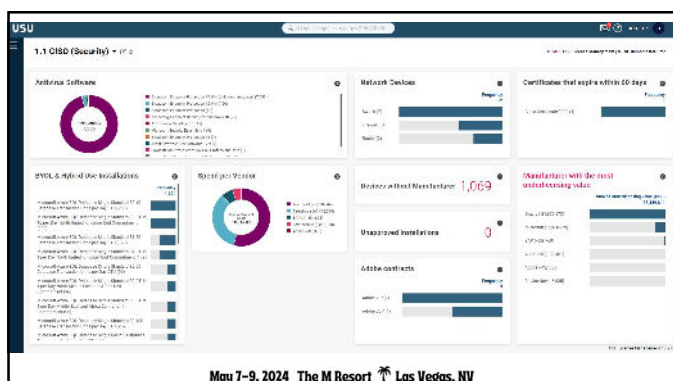
Reduce your number of vendors per business domain **under 2**

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1.1 CISO (Security) - IP 0

Software Software

BYOL & Hybrid Use Localizations

Software Vendor

Hardware Vendor

Hardware without Manufacturer: 1,069

Unauthorized installations: 0

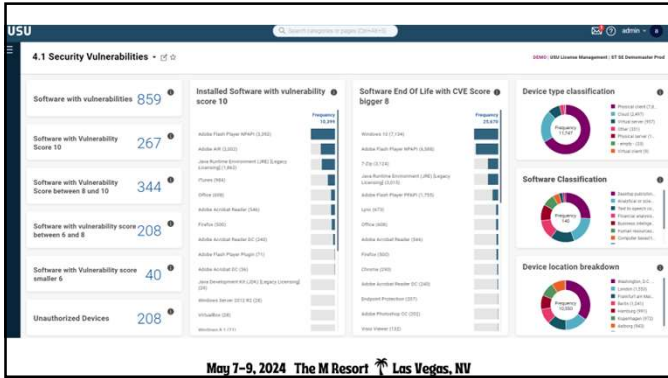
Adobe certificates

Certificates that expire within 60 days

Manufacturers with the most unutilizing value

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What hasn't changed?

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What's next?

IT Asset Management and the tools that serve it, will need to grow in many ways.

Let's look at the topics shaping the future of ITAM now

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The Future of Asset Management tools
Increased Automation

ITAM processes are becoming more automated, leveraging technologies like AI, machine learning, and robotic process automation (RPA) to streamline asset discovery, tracking, and management.



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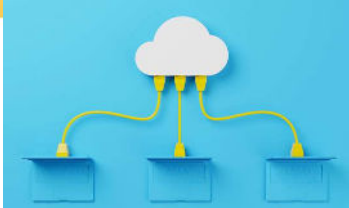
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The Future of Asset Management tools
Cloud Adoption

With the growing adoption of cloud services, ITAM will need to adapt to manage assets across hybrid and multi-cloud environments, including tracking usage, costs, and compliance.



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The Future of Asset Management tools
IoT and Edge Computing

The proliferation of Internet of Things (IoT) devices and edge computing resources will require ITAM solutions to support the management of a wider range of assets, including sensors, actuators, and edge devices.



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The Future of Asset Management tools

A focus on Security

As cybersecurity threats continue to evolve, ITAM will play a crucial role in ensuring the security and compliance of IT assets, including tracking software licenses, patches, and vulnerabilities.



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The Future of Asset Management tools

Integrate with ITSM & ITOM

ITAM will become increasingly integrated with other IT management processes, such as IT Service Management (ITSM) and IT Operations Management (ITOM), to provide a holistic view of IT infrastructure and support proactive decision-making.



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The Future of Asset Management tools

Data Analytics and Reporting Insights

Leveraging data analytics and business intelligence tools, ITAM will provide actionable insights into asset utilization, performance, and lifecycle management, enabling organizations to optimize IT investments and reduce costs.



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The Future of Asset Management tools
 Focus on Sustainability

As organizations prioritize sustainability initiatives, ITAM will need to incorporate considerations for environmental impact, including managing energy consumption, recycling, and responsible disposal of IT assets.



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1. As we see subscription license models become more common... is there a convergence on the horizon?

2. Will eventually all vendors slowly move towards the same licensing models using the same rules?

3. How should AI influence ITAM tools and how shouldn't it?


4. As cloud movement becomes more common, will the Pay-As-You-Go method be the norm?

So I ask YOU!




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