



IAITAM ACE

May 7-9, 2024 The M Resort  Las Vegas, NV

Mandi Sue Bleau

Anglepoint

Define Goals to Drive Outcomes



Finding your IAITAM Oasis

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Aloha

- ✿ Let's get to it
- ✿ Where's the luau?
- ✿ Diving in Deep
- ✿ Learning the Hula
- ✿ Be sure not to Wipe Out
- ✿ Controlling the waves
- ✿ Connect with me



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Let's get to it

- 🔥 Are you currently using a SAM Tool?
- 🔥 Are you considering a SAM Tool? What's your vision?
- 🔥 Is Excel your SAM Tool?

“Poor data quality issues cost organizations on average \$12.9M a year.”
—Gartner



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Where's the luau?



Identify a SAM Tool that can provide you with the following:

- ◆ Software Application Migration
- ◆ Cloud Software Management
- ◆ Real time reporting
 - ◆ Effective License Positions
 - ◆ Compliance Positions
 - ◆ True Up workbook creations
 - ◆ License and Contract Renewals – Co-Term's
- ◆ Business Value
- ◆ Data analysis for remediation recommendations (hardware/software)
- ◆ Data sharing for decision making
- ◆ Budget spend and allocation (hardware/software)
- ◆ Refresh roll out's (hardware/software)
- ◆ Provide security to decrease your audit risk
- ◆ Software consumption/usage trending
- ◆ End of Life (EOL) reporting
- ◆ Application installation security risks



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Diving In Deep

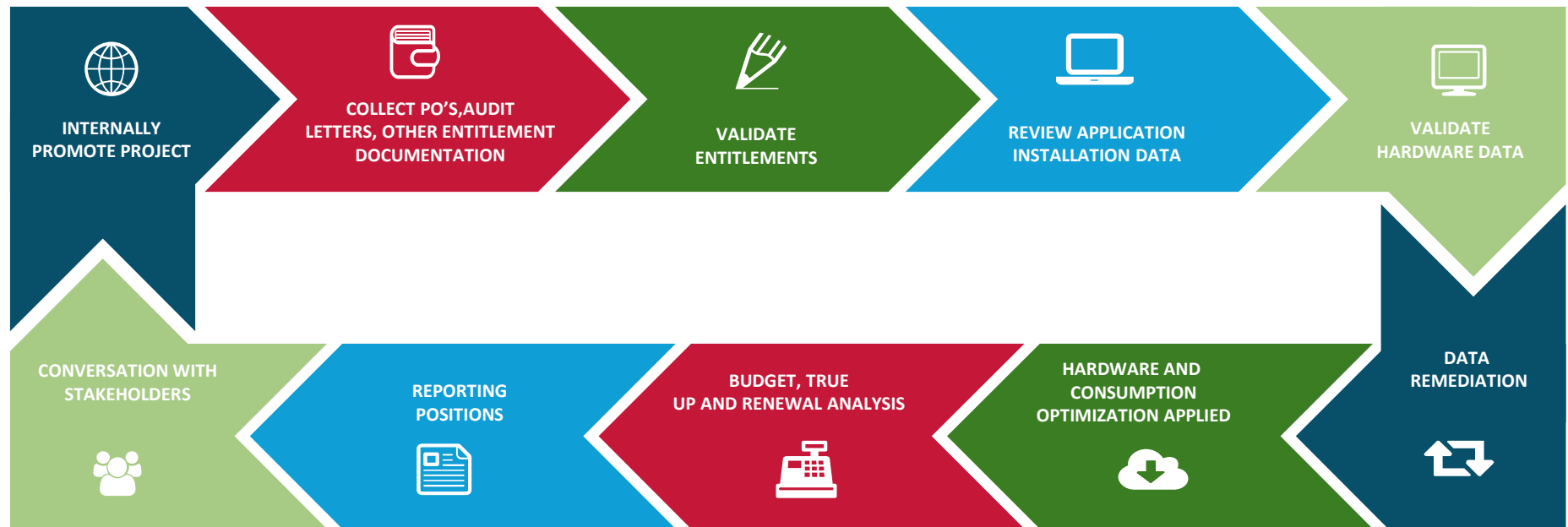
	Stakeholders	IT	Product Owners	Procurement	Publisher SME's	Finance
INTERNAL	<ul style="list-style-type: none"> • C-level • Security • Financing • IT • Product Owners • Procurement 	<ul style="list-style-type: none"> • Hardware data collection validation • Hardware management • Help carry out remediation recommendations • Set up governance initiatives 	<ul style="list-style-type: none"> • Manage application installations, considering use rights and rules from contracts and license entitlements • Help carry out remediation recommendations 	<ul style="list-style-type: none"> • Provides, purchase orders, audit letters, order forms, contracts • Contract negotiation 	<ul style="list-style-type: none"> • Key contact for position validation • Understands publisher and application use rights and rules 	<ul style="list-style-type: none"> • Supplies input for True Up's, renewals, co-term's, budgeting
SAM TOOL	<ul style="list-style-type: none"> • IT • Security • Financing • Product Owners • Procurement • Publisher SME's 	<ul style="list-style-type: none"> • Support SAM Tool • Build connectors/adapters to pull in data 	<ul style="list-style-type: none"> • Validate consumption on devices • Make remediation recommendations 	<ul style="list-style-type: none"> • Manage contracts • Document use rights and rules • Upload purchase orders, process and complete Effective Entitlement Position 	<ul style="list-style-type: none"> • Validate license use rights and rules • Optimize consumption • Make remediation recommendations • Manage publisher within the SAM Tool 	<ul style="list-style-type: none"> • Ability to view monthly and annual spend



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Learning the Hula



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Be sure not to Wipe Out



Subject Area	What to consider
Connections/ Adapters	<ul style="list-style-type: none"> • Document the “Golden” source of truth • When pulling from multiple data sources, review the over-write and what to consider • Validate that they continuously run • Review password changes and lock out’s • If the tool is upgraded, do you need to recreate the connection/adapter or reimport data? • Review data mappings and continuous column header changes
Hardware	<ul style="list-style-type: none"> • Validate all data fields are populating <ul style="list-style-type: none"> • CORE’s, OS, Processors, Environment • Report Virtual Machines and Clusters • Identify managers of devices • Track locations
Purchase Orders	<ul style="list-style-type: none"> • Before loading ALL purchase orders, review what can be used to create a baseline/full position • Review your purchase order system and validate that the line descriptions have the SKU description • Use the <i>publisher</i> SKU’s, not the reseller SKU’s • Pull in as much data as possible from the purchase order • Take on one publisher at a time
Publisher SME’s	<ul style="list-style-type: none"> • Have a clear understanding of the applications and contract use rights and rules • Understand how to optimize a consumption position
Publishers	<ul style="list-style-type: none"> • Establish a relationship with publisher keep up with changes in licensing and upcoming product releases

50% of organizations will adopt modern DQ solutions throughout 2024 – per Gartner

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 **Orange**

Controlling the waves



Buy-in from stakeholders

- ☐ C-level
- ☐ Security
- ☐ IT
- ☐ Procurement/contract management
- ☐ Product owners
- ☐ Publisher SMEs



SAM Tool Implementation

- ☐ Types of Connection/Adapters needs
 - ☐ AD/HR
 - ☐ SCCM – other data collection sources
 - ☐ CMDB
 - ☐ RV Tools/VMware
 - ☐ Publisher portals
- ☐ Data collection validation (did you connect to all the sources?)
- ☐ Set up runbook to keep SAM Tool up and running



Hardware validation for all fields being collected

- ☐ CORE's/Processor/Model
- ☐ Environment
- ☐ Operating System
- ☐ Location
- ☐ Users
- ☐ Managers



Purchase Orders

- ☐ Baseline OR full entitlement upload



Application installation versus consumption

- ☐ Fit for function applications
- ☐ Managing licensable products
 - ☐ Could include freeware & components
 - ☐ Games or Home Use Right
- ☐ Set up runbook to keep compliance position updated



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