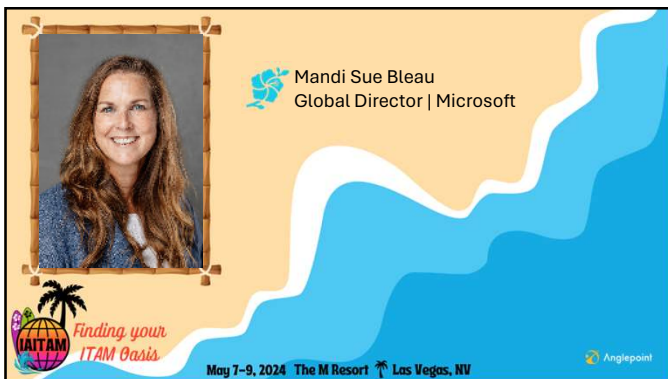




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Aloha

- * 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/adaptor 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 <div style="border: 2px solid red; padding: 2px; display: inline-block;"> 50% of organizations will adopt modern DQ solutions throughout 2024 - per Gartner </div>
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 publisher 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

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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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Connect with Me

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