



cutting through complexity

Software Asset Management

OVERVIEW

Software Asset Management (SAM) enables clients to better control their software assets from a physical, financial, and contractual perspective, through a combination of balanced life cycle processes; policy and governance; and technologies for asset discovery, tracking, and reporting – an absolute necessity to reduce unnecessary spend and unwanted risk. KPMG LLP's (KPMG) SAM service line can help streamline the IT Asset

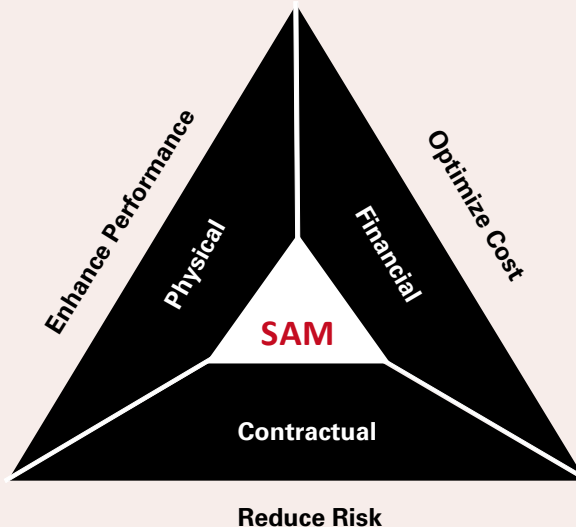
life cycle and employ the necessary processes and technologies to:

- Reduce risk and unnecessary spend
- Inform IT planning, budgeting, and vendor negotiation
- Identify and correct contract compliance issues and reduce associated penalties.



OUR POINT OF VIEW

SAM is a concept that is about reducing risk and spend. Good SAM tools are critical but an effective SAM program encompasses much more than that. It involves the right mix of life cycle processes, policies, organizational roles, and integration points to help ensure the tools can be effective and software use can be enhanced.



SOLUTION OFFERING

KPMG has a broad set of SAM solutions to offer our clients including:

- Full life cycle process, policy, and governance design
- Tool selection, solution architecture, design, and implementation
- Identification of procurement enhancement opportunities through centralization and historical software purchasing analysis
- Identification of reductions in maintenance costs, unutilized license grants, and noncompliance risks
- Enable and enhance the contract negotiation process
- Assistance with software audit response
- Identification of financial benefits through improved tracking of hardware and software
- Calculation and tracking of Enterprise Unlimited Agreement ROI and potential liabilities well in advance of contract expirations
- We have developed Accelerators that help to reduce the time it takes our clients to realize the benefits of SAM. These include an ISO/ITIL aligned SAM Readiness Assessment, Cost Optimization Methodology, SAM Process Library, System Integration Architecture, SAM RACI Guide, and ServiceNow Process Packs.

Some of the services described herein may not be permissible for KPMG audit clients and their affiliates.



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