



## SAM MANAGED SERVICES

Realize full value from your software investments with continuous optimization and governance.



Now more than ever, it's critical that your software spend is fully aligned to your business goals and provides tangible value.

SAM Managed Services from SHI will help you achieve your business goals of maximizing the value of your IT investments, supporting digital transformation, and meeting IT Governance obligations.

### RUN A LEANER, MORE COST EFFECTIVE SAM PROGRAM

SHI's three- and- five-year annual Software Asset Management (SAM) Managed Services are designed to deliver significant ROI by leveraging the breadth and depth of our experience to augment your in-house skills and knowledge.

#### REACH MATURITY FASTER

A SAM Managed Service provides quicker time to value than pure in-house SAM. With access to a breadth and depth of technical expertise, you'll address any SAM skills gaps without having to hire, train and onboard those people yourself.

#### IMPROVED UTILIZATION AND ENHANCED GOVERNANCE

Our experts continuously evaluate usage, manage license position, identify optimization opportunities, and deliver governance reporting.

#### OPTIMIZE TRUE-UPS/RENEWALS

- Identify opportunities to right-size software use and licensing across all platforms and vendors.
- Continuously manage and analyze procurement, contractual and usage rights documentation to optimize true-up and renewals.

#### MINIMIZE TECHNOLOGY OVERHEAD

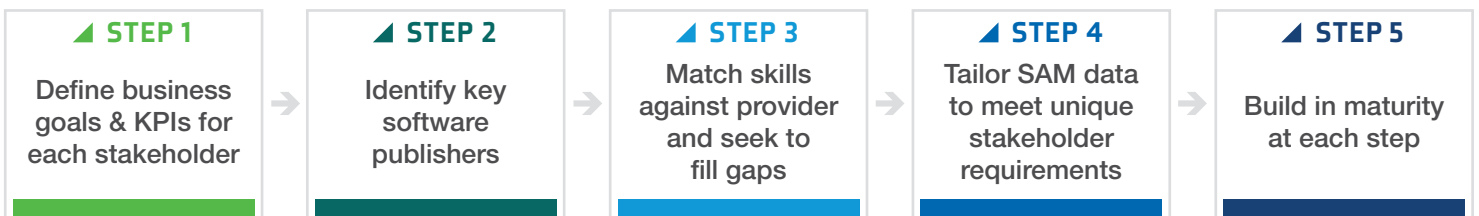
We provide all the necessary technologies to support SAM, so you avoid expensive bills for tools.



### 5 STEPS TO SAM MANAGED SERVICE SUCCESS

Whether your goals are to realize the benefits of cloud elasticity or to free up resources to focus on other projects, our experts will work with you to design a customized service that enables you to realize greater value from your software investments.

Every SAM Managed Services includes a SAM Process and Maturity Assessment. Our SAM Process and Design Consultants will work with you to build a program that helps you mature your practices and continuously improve on the value they deliver.





# SAM MANAGED SERVICES

## WHY SHI FOR SOFTWARE ASSET MANAGEMENT?

Our holistic approach to SAM is structured to help you remain agile and able to pivot quickly as business needs arise. By entrusting some or all of the most complex tasks, such as data collection, analysis and report preparation for your SAM program, you're able to free up your team to focus on more strategic or business-critical initiatives, saving you time and money in the long term.

From on-demand access to SAM professionals with 20+ years of licensing experience, to the latest technologies and the peace of mind that comes from processes refined over hundreds of SAM engagements, there are many reasons to work with SHI.

But let's keep things simple:



### PEOPLE

#### Every expert you might want on your SAM team is already here.

Our team of **80+ SAM** professionals includes licensing expertise for every publisher you need to manage.

We invest heavily in continuous training and improvement so our SAM specialists are always up to date on the latest licensing rules, technologies and audit practices.



### PROCESS

#### Immediately benefit from a process designed to proactively manage your program and yield a strong ROI.

Every SAM Managed Service performed by SHI is built on a proven, scalable and repeatable process established over 30 years of service delivery.

Documented processes cover every part of the SAM Managed Service.



### TECHNOLOGY

#### SHI is not a tools developer. We have the freedom to work with the very best technology partners to address your needs.

Our technology stack supports your needs on end-user devices, in the data center and in the cloud and includes advanced BI and reporting tools, and access to an array of customizable management dashboards and detailed reports.

For more information, visit [SHI.com/ITAM](http://SHI.com/ITAM) or contact [ITAM@SHI.com](mailto:ITAM@SHI.com).