



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.

SHI's Software Asset Management (SAM) Managed Services will help you achieve your business goals by 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 SAM Managed Services 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 our technical expertise, you'll address any SAM skills gaps without having to hire, train, and onboard employees.

Improve utilization and enhance governance

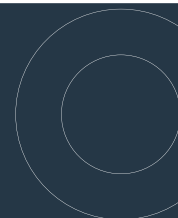
Our experts continuously evaluate usage, manage license position, identify optimization opportunities, and deliver governance reporting.

Optimize true-ups/renewals

We identify opportunities to right-size software use and licensing across all platforms and vendors. Our experts manage and analyze procurement, contractual, and usage rights documentation to optimize true-ups 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 Service 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.

Step 1

Define business goals & KPIs for each stakeholder

Step 2

Identify key software publishers

Step 3

Match skills against provider and seek to fill gaps

Step 4

Tailor SAM data to meet unique stakeholder requirements

Step 5

Build in maturity at each step

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Why SHI for Software Asset Management

Our holistic approach to SAM is structured to help you remain agile and 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.



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

We have the freedom to work with the very best technology partners to address your needs.

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

For more information, visit SHI.com/ITAM or contact ITAM@SHI.com.

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