



You could save up to £26,000 over a three year Enterprise Agreement period by choosing to implement your agreement through Insight and adopting a Software Asset Management programme. An overview of our Software Asset Management services are as follows:

	Technical Consulting Services	Licence Reconciliation	Licence Management	SAM Training
Product Description	Either a 1 day, 3 day or 5 day consulting service covering inventory tool implementation and training	Single phase Microsoft Licence Reconciliation, utilising Snow Software 60-day project licence	Continual Licence Management for Microsoft Software utilising the Snow Software Platform	Half day breakfast meeting for directors or full day training for operational staff
Inclusions	Consulting only, not inclusive of tool / licenses	5 SAM Consultancy days + Snow Software tool / project licences	Fully customised and scoped as required	Covers the syllabus of the ITIL SAM Essentials Course
Deliverable	Services as required	Microsoft Licence Reconciliation + Recommendations	Licence Management Services as scoped	BCS ISEB SAM Essentials Exam Readiness for full day candidates

Technical Consulting Services Description

Insight Technical Consulting assists customers utilising or planning to utilise a technical inventory tool to collect and maintain data on IT hardware and software assets. These services could include solution design, planning for and delivering implementation, qualification of the data, tool upgrades, training and support services.

Insight are fully certified in delivering and supporting products from Centennial/ Frontrange and LANDesk.

This service does not deliver SAM or a licence reconciliation but would be an effective offering for:

- Those customers who already have a tool in place (either Centennial or LANDesk) and do not have the appropriate inhouse expertise to maintain or support; or
- Those customers who have no tool in place and require assistance to properly scope a full implementation.

Licence Reconciliation and Licence Management Services Description

Insight's Licence Reconciliation Service employs a process which compares the installed, or used, software products with existing software licensing entitlements. This provides comprehensive reports and recommended actions to assist customers achieve compliance. Using technical data collected by an inventory tool deployed on the customer's estate, alongside entitlement data collected from vendors, resellers or the customer's internal records, a full baseline licensing status is confirmed. This will give the customer visibility of licensing gaps and areas of potential risk – a necessary first step on the path to a considered and effective SAM strategy.

Insight can offer licence management services which offer the near real time licence compliance position. This is a remote reporting service, offered on a 3 year contract subject to being fully scoped.

SAM Training Description

Insight offer two flavours of SAM training.

The "Directors Breakfast Briefing" is a fast track 2 hour session aimed at Directors that have a specific requirement to understand all the high level areas of software asset management and compliance within a short period of time.

Additionally, for individuals that are working at operational level on SAM, the one day course aims to cover all the content of the official ITIL SAM V.3 Foundation within one day. Candidates can take the exam on Prometric once they have left the course.

This course provides a foundation for individuals that are hoping to apply the ITIL SAM framework or FAST Audit Certification.



Insight Client Solutions fully understands the increasingly vital role software plays in the IT environment of organisations. Insight has positioned itself as one of the world's largest software resellers, with the ability and expertise to deliver software solutions at a global level.

As a testament to the strength of our global software offering, Insight Client Solutions holds distinguished accreditations with all the leading software vendors.

Insight adopts a vendor agnostic approach, ensuring we continuously act as a trusted partner to our clients through providing independent advice that is tailored to meet all your software needs.

In addition to our comprehensive licensing expertise, Insight offers a range of Software services. These centre largely around Software Asset Management (SAM), a term that can be found on the agenda of almost every organisation.

Software Asset Management is the people, processes and technology required to effectively manage, control and protect software assets, ultimately enabling an organisation to fully optimise its software investment

Fundamentally intended to be part of an organization's information technology business strategy,

The primary goals of implementing a software asset management strategy are to reduce information technology (IT) costs and limit business and legal risk related to the ownership and use of software, while maximizing IT responsiveness

Gartner statistics quote that cost savings of up to 30% can be made within an IT estate by effective IT asset management. These can be made up from the following areas:

- Better negotiating position
- Improved strategic infrastructure planning
- Prevention of software over-deployment
- Improved software purchasing
- Reduced costs of internal licensing support

Additionally, SAM can impact on the following areas:

- Avoidance of Legal and financial exposure
- Avoidance of Damaged reputation
- Avoidance of Security breaches from unauthorised software
- Better quality IT strategy decision making
- Faster and easier integration following mergers and acquisitions

Here at Insight, we understand the challenges that face an organisation who are either starting or have started on the SAM journey, and our range of SAM services are available for organisations who are at any stage of the journey towards full SAM maturity.