

What is SAM? SAM is defined as the infrastructure, tools, and processes used to effectively manage, control and protect the software assets within an organization, throughout all stages of their lifecycle. A mature SAM practice provides measurable, business-centric data that allows an organization to realize hard and soft dollar savings ensure compliance and greatly reduces security risk. All departments can benefit from:

- ✓ **Cost Savings:** Determine any unused or under- utilized licenses and either reduce maintenance costs, or redeploy that software in your environment.
- ✓ **Ensure Compliancy:** Knowing which software titles you have entitlements to, and where they are deployed on an up to date basis, ensures the organizations' compliancy and greatly reduces the risk of a costly audit.
- ✓ **Reduce Security Risk:** Controlling the software that is installed and deployed in your network reduces the risk of a virus or other malware being loaded onto your environment.

How can En Pointe help?

Software Inventory Baseline:

- Identify what software titles you have installed, where they are located and compare it to your entitlements.
- En Pointe will work with you to make sure your current Inventory tool is deployed and operating properly, or provide either an Agent-less or Agent based Discovery tool depending on your SAM needs.
- After an accurate inventory report is generated, En Pointe will filter the data into a business- actionable format using the En Pointe Asset Check tool to match your license entitlements.
- One of En Pointe's certified SAM consultants will review that data with you to determine any cost savings or compliancy issues.

SAM Current State Assessment:

- An En Pointe Current State Assessment is designed to provide an analysis of your SAM program as it exists today, and provide a conceptual roadmap to a Mature and dynamic SAM Practice.
- One of En Pointe's certified SAM Consultants will first conduct a series of interviews with key stakeholders and others involved with software decision making, procurement, deployment and management.
- The SAM Consultant will review policies, procedures and processes that are necessary for a efficient SAM program.
- Once the interviews are conducted, the SAM consultant will analyze the data, prepare a report and review the findings and recommendations with you.

Why do customers choose En Pointe to manage their licensing agreements?

As a Systems Integrator Large Account Reseller (SI LAR) as designated by Microsoft, En Pointe has the expertise to go beyond procurement of licenses to provide planning, deployment, full or partial management and retirement of Microsoft technologies. Overall, En Pointe's goal is to ensure that you are maximizing your investment in Microsoft technology.

Our SAM consultants have vast and varied experience consulting and designing SAM programs, hold SAM certifications from Microsoft, ITIL and IAITAM organizations. If you are interested in exploring the benefits of an En Pointe SAM engagement, please contact your Account Manager or email SAM@enpointe.com

