



Top 10 Ways to Cut Costs with Provance and Software Asset Management (SAM)



- 1 Cut Surplus Software Inventory**

A centralized responsibility with a SAM program will drive visibility into your assets and allow you to take full advantage of your existing license base. This includes licenses in procurement, and harvesting licenses from devices that have been repurposed, are in storage, repair, or retirement. Redeploying these software assets will directly impact spend.
- 2 Eliminate Undesirable Applications**

Maintaining a current software catalog as a component of your SAM program will highlight non-compliant applications that may pose a nuisance for IT support and/or possible security risks. Cut IT support costs and eliminate the undesirable application before it becomes an issue.
- 3 Cutting Audit Costs**

An active SAM program will ensure that you are prepared for the inevitable software audit. Gartner and others have continued to define an increasing frequency of software audits. Maintaining a record of your license entitlement and type, the number installed, assignment and history will significantly cut audit timelines and cost. Poor record keeping and manual processes will require significant spend to demonstrate proof of entitlement, and all but impossible when under the pressure of an audit.
- 4 Cut Rogue Spending**

Purchasing control will help avoid the issues of heterogeneous licensing. With clarity on your organization's actual software requirements you will be better able to leverage volume discounts, and cut ongoing cost of managing multiple vendor relationships. Further, you will realize additional savings from IT support with a standardized software catalog and a standardized application approach.
- 5 Reallocate Underutilized Software**

Tracking software installations will allow you to enforce software policy by departmental requirement. Understanding the usage of the applications will uncover opportunities for eliminating software, or using free or lower cost versions of the application. Eliminating underused or non-essential software licenses will allow for harvesting and redeploying software assets.

6 Track Renewal Dates

Maintaining reliable records on software assets will highlight software nearing the end of its lifecycle or annual maintenance that may not be necessary. Ensure that the dates are tracked with enough notice to effectively manage your options.

7 Cut Support on Unused Licensing

Find excess software licenses that you can't return? Cut costs with eliminating the annual maintenance if it is not required. Non-license costs for maintenance and support can be substantial.

8 Maximize the use of Product Use Rights

Product use rights define how software licenses can be used, including upgrade, downgrade, second use, virtual use and others. This however is only possible if the steps are taken to ensure which rights are attributable to the specific licenses through your SAM process. Poor entitlement data quality has been a major contributor to unnecessary spending on software and software maintenance.

9 Assess Total Lifecycle Costs

Realize your actual software costs, beyond just the licensing costs, however including, training, maintenance, support, upgrades, add-ons, and IT support requirements will provide the business data required to support business decisions. Tracking maintenance and support costs associated with your software will allow you to optimize your agreements to accurately reflect your actual requirements.

10 Plan Future Requirements

Understanding your current use will help you to plan for future requirements. Knowing your software lifecycle, volumes and requirements you will be able to optimize the applications, and select the optimum licensing model (SaaS, enterprise, per processor, among others).