

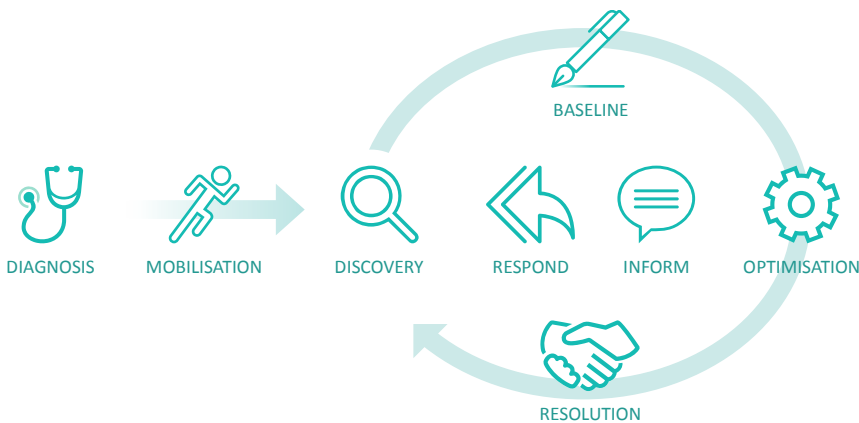


VERSION 1

Version 1 Control™

Control costs, manage complexity and license compliance with the ultimate Software Asset Management Service

Without Software Asset Management (SAM) processes in place many businesses either drift into non-compliance or do not gain the value expected from their investments in technology. The oversight and control over your enterprise software licensing created by SAM delivers several significant benefits to your business.



Version 1 Control™ is our market leading vendor targeted Software Asset Management (SAM) methodology which underpins all our service engagements. Providing structure and processes to help organisations defend against audits, right-size licensing costs and achieve compliance, the methodology is designed to then maintain this optimal position on an on-going basis. A recurring SAM process is the best way to avoid unplanned or unnecessary license costs, extract maximum value from your existing investments (e.g. by license recycling) and mitigate the risk of reputational or relationship damage caused by non-compliance.

Key Features



Cost Control

Version 1's expertise in mapping entitlements and usage enables optimal cost configurations. Our experience in hundreds of negotiations also ensures you pay the right prices for precisely the licenses and support you need.



Management of Complexity

The myriad of products and license types adds to the complexity of managing enterprise vendors. If usage and entitlement is not tracked carefully, this complexity is compounded, making it impossible to leverage what you already own and realise return on investment.



Software Compliance

Audits can be particularly disruptive and can generate unplanned costs, create significant activities impacting the business and, in some cases, cause reputational damage.

Industry experts such as Gartner and FAST say that an effective Software Asset Management process can reduce your overall IT spend by 20%. Unlock these savings and benefits with Version 1 Control™

Version 1 Control™ Methodology Elements



Diagnosis – Quantifying Your Risk

During Diagnosis, consultants seek to understand how your software assets are used today, analyse growth plans for projected future use and assess the maturity and risk profile of your current license management processes. Our Capability Maturity Model is used to benchmark your existing vendor relationship and a Risk Assessment is undertaken to quantify the need for further analysis in this area during the engagement.



Mobilisation – Aligning Stakeholders

Mobilisation involves Version 1's consultants and the stakeholders within your business, defining the data and activities required to support the process. Typically, this will involve the specification of milestones throughout the year to map activity and ensure that the Version 1 Control™ processes will have the information they require, with a high degree of accuracy, and at the right time.



Discovery – Gathering Rock-solid Data

At each iteration of the Version 1 Control™ process, usage and entitlement data is refreshed for all products during Discovery. Detailed gathering of usage data is achieved using our Discovery toolset, any in-house tools, manual analysis or a combination of these methods, dependent on needs.



Baseline – Monitoring Current Compliance

After usage and entitlement changes are documented in the Discovery phase, Baseline again identifies the best fit licensing model for the current usage within your business. This process also aids the management of shelving and recycling licenses across your organisation to maximise the value derived from software investments.



Optimisation – Achieving the Optimal Licensing Model

No organisation remains static for long and the optimal management of change in license use can save overspend that can account for a large proportion of an IT budget. Future plans and business objectives are considered in detail and are used during Optimisation to create recommended actions for a future-proof, optimal license position for the business, covering such events as business growth, M&A, systems redesign and migration.



Resolution – Negotiating the Optimal License Position

During Resolution, Version 1 consultants use their extensive negotiation experience with enterprise vendors to advise and prepare you for negotiation, or even perform the negotiation on your behalf. Resolution creates the optimal balance between costs and license flexibility with a contract that covers all your needs.



Respond – Providing Assistance as Required

The Respond service element ensures your employees have a method of getting experts to answer their licensing queries at any time via a Helpline accessible by email or telephone.



Inform – Sharing Our Expertise

To avoid costly or complex pitfalls we believe it is critical that stakeholders are up to date and understand current licensing issues. Inform provides a number of methods of updating and educating your staff on your licensing position and changes to licensing rules, policies and pricing models. By providing a monthly dashboard, Version 1 consultants also ensure they have a clear view of on-going compliance and SAM activities.

Benefits Gained

Rapidly attain an optimised cost and compliance profile for software asset spend

Track and tune the value delivered by all enterprise licenses including Oracle ULAs and Microsoft EAs

Avoid unplanned or unnecessary license or support costs

Mitigate costs on an ongoing basis

Manage uncertainty, organisational change and audits as they arise

Take control of your software assets – talk to the Software Asset Management experts

version1.com/sam



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