
 **Business Challenge**


Businesses today are challenged with managing multiple licensing contracts, each with their own set of regulations and renewal rhythms. To manage all of this effectively, IT leaders often lack:

- Visibility into the current state of usage and renewals
- Expertise needed to navigate licensing agreements
- A methodology to right size your needs and budgets

 **How this affects you...**

Overspending at renewal time to ensure you remain compliant is no longer a financially viable solution as the frequency of vendor audits increases. Audits may cost you more than money in the long run, when you face:

- Not knowing when renewals happen
- Over or under consumption of software
- Potential breaches to compliance regulations

 **Did you know...**

64% The percentage of organizations facing an audit from a vendor right now

85% The percentage of organizations reporting a lack of compliance with their software agreements after the vendor audit

33% The percentage of vendors who have changed their licensing and pricing models in the past eighteen months

20% The amount of time saved by IT departments by implementing thorough Software Asset Management solutions

“Softchoice saved us significant time, but also real dollar costs, making sure we license only what we need, and are committed to.”

Chief Security Officer
Medium Enterprise Insurance Company

“Softchoice helped us validate our software licensing position – mitigating risk, and driving hard and soft cost savings.”

IT Manager
Small Business Technology Company

Softchoice is committed to providing a modern approach to Software Asset Management in a hybrid cloud world.

We provide Assessment Services for the following partners



SOFTCHOICE ASSESSMENTS SOFTWARE LICENSING

A software asset management offering that gives you the insight you need to avoid overspending, optimize your software usage, and manage the licensing lifecycle.

How Softchoice Helps...

- Data is collected to provide an audited inventory of your assets, even if they weren't purchased from Softchoice
- Vendor contracts are reviewed to understand your ownership position and entitlements
- Gap analysis and recommendations are delivered by licensing experts through a workshop

What you gain...

- Defense from current and future audits and potential compliance risk
- Optimization of your current vendor entitlements, eliminating waste or over spending
- Confidence in your ability to evaluate the impact of new licensing programs and future platform shifts

SOFTCHOICE ADVANTAGE PROGRAM

Commit your software spend to us, and we will provide three years of assessment services at no charge to help you build a modern approach to software asset management.

How Softchoice Helps...

- A baseline inventory is taken of all software assets installed in your environment
- A customized renewal calendar is built to help you plan and prepare for renewal cycles
- Annualized delivery of ongoing assessments and audited reports and recommendations is scheduled

What you gain...

- Reduce your licensing spend by combining your software contracts together with our expertise - to get the most out of your agreements
- A methodology and personalized calendar to help you manage your licensing contracts and plan for renewals
- Mentorship from licensing experts that keeps you up to date with vendor technology and licensing changes

What sets Softchoice apart for Software Asset Management (SAM)

- Dedicated team providing ongoing insight into the full value of your entitlements, not just at renewal time
- Access to both licensing and technical resources helping you with full infrastructure optimization and platform modernization
- Independent SAM team focused and measured solely on customer outcomes, not software sales
- CSAM, ISO Microsoft, Adobe, VMware-certified consultants
- Audited yearly by an independent third party to ensure deliverables and methodology meet or exceed industry standards.

Softchoice SAM By The Numbers

2,500 Number of clients we've helped with Assessments

8,000 Number of Assessments we've delivered since 2002

\$2.1B Amount of SAM savings we've delivered to clients



What's next

Contact your local Softchoice Account Manager to learn more about how we deliver real cost-savings to your organization through our Software Asset Management Assessment Services.

Unleashing the potential of people & business through technology

Softchoice is one of the largest IT Solution and Managed Service providers in North America.

Every day, thousands of organizations rely on Softchoice to provide insight and expertise that speeds the adoption of technology, while managing cost and risk. Through our unique points of view, we challenge leaders to think differently about the impact of technology on their employees and customers.