

LICENSE DASHBOARD ROC FRAMEWORK



A SIMPLE WAY TO NAVIGATE YOUR SAM JOURNEY

At License Dashboard we're passionate about Software Asset Management. Why? Because if executed well, SAM empowers both small businesses and large enterprises. It not only enables organizations to maximize the potential of their IT budgets, but also establish the software platform required to operate at its strongest - day in, day out.

How do we help organizations achieve that? By combining industry leading SAM technologies with a range of professional services. We do this to make it easy to both maximize the value of their software and minimize the risks associated with over-spend and non-compliance. That's why there's no 'one size fits all' solution from us. Instead, License Dashboard can tailor the precise mix of technologies and professional services to meet your needs.

WHY IS SAM SO COMPLICATED?

In our experience, the complexity of SAM takes many forms, but at its strategic level it arguably boils down to the simple fact that organizations don't know their ultimate destination and how to get there. Obvious I guess, but in the same way that "simple" can be hard to achieve, obvious can be hard to answer.

WHY ROC?

- Simplifies SAM
- Adaptable Framework
- Help organizations understand where they are on their SAM journey and where they want to be

So it's with simplicity and flexibility in mind that we've created our ROC framework, which breaks down into three stages:

Stage One - Recognize

The first stage of ROC covers understanding. It's about identifying what exactly is in your estate. How many PCs and servers does your company own? What software is installed on your devices? What is the software usage? What is your environment complexity? Where is your license evidence?

Stage Two - Optimize

Once you have established your current license position you can start to make the most of it. By focussing on the gaps you've identified in stage one, you can start to optimize your usage and entitlement to really start saving money. This stage includes processes like re-harvesting licenses, managing the 'end-of life' process more efficiently, maximizing the value of each license model and using the information at hand to negotiate more accurate license agreements.

At this point, you now have an optimized software estate, but this is still only point in time. You may have chosen to implement a discovery and license management tool, or opted for a set of services to reach this point – however your organization doesn't stand still. Employees come and go and license agreements evolve, so it makes business sense to protect your SAM investments to this point.

Stage Three - Control

At this point there are a number of options – some organizations use their Discovery tool to identify what software has been installed over the past 30 days and then retrospectively buy licenses to cover it on a re-occurring basis. This is certainly a level of control, but it's reactive and leaves an organization on the back foot.

Instead, we encourage a more proactive approach where all stakeholders are aligned with process and technology to ensure you stay in control and maintain your optimal position.

Such an approach could mean that when an employee requires a piece of software, they raise a new request from an AppStore which then follows an approval process, including line managers, IT and Procurement, before being deployed. The inventory tool then takes on a different role and acts as more of a safety net to ensure nothing slips through.

This proactive approach therefore makes sure that nothing gets installed without a valid license/agreement and that your organization never buys any unnecessary software again i.e. significantly reducing an organization's compliance and overspend risks.

Think SAM, think ROC

Software Asset Management ultimately ensures you get the most out of your software assets; the ROC framework is an easy way to identify your SAM objectives and find the right solution for your organizations unique needs, regardless of your SAM maturity.

If you are unsure on your current Software Asset Management position and would like to learn more about the ROC Framework, speak to a member of the team today.

STAGE ONE

Understand your:

- Estate size
- Environment complexity
- Software install and usage
- License evidence



Balance the equation between what's installed and what is allowed to be installed

Solutions: Discovery, License Manager, SAM Services

STAGE TWO

- Apply best fit license entitlement (upgrades, downgrades & suites)
- Re-harvest un-used licenses
- Uninstall un-used and un-licensed software



Solutions: License Manager, SAM Services

STAGE THREE

- Maintain optimal position
- It's about people, processes and communication
- Never buy un-necessary licenses and negotiate contracts with confidence
- Share reports, manage KPI's and deliver ROI



Solutions: SAM Director, Cloud Console, License Manager, SAM Services

FIND OUT MORE

For more information on License Dashboard, contact our specialists on:

+44 845 265 1217 (UK/International)

1-855-773-3404 (US & Canada)

1800 502 881 (AUS & NZ)

info@licensedashboard.com

www.licensedashboard.com



Microsoft Partner
Gold Software Asset Management

KPMG SAM Tool Assessment

