

Software Asset Optimization

Client challenges

With software continuing as a top spend category in today's environment of increasing pressure to reduce IT costs, organizations must demand the best possible "bang for the buck" from their software assets. This calls for a shift from merely management of software assets to full optimization. From business software that provides a direct competitive advantage to infrastructure software needed to keep the lights on, maintaining that delicate balance to determine the right spend levels in each software category is a requirement.

Key decisions to drive software asset optimization:

- How can the right decision makers be empowered to optimize the software spend in each software category?
- What tools and governance can be put in place to enable the needed level of transparency and visibility to assure full optimization of acquired assets?
- Would centralization facilitate greater transferability and sharing of software assets to ensure full optimization?

Please contact:

Shahryar Shaghaghi, Partner, CIO Advisory
shahryar.shaghaghi@kurtsalmon.com

Jessica Allen, Manager, CIO Advisory
jessica.allen@kurtsalmon.com

Follow us on Twitter: @KurtSalmonCIONA
www.kurtsalmon.com

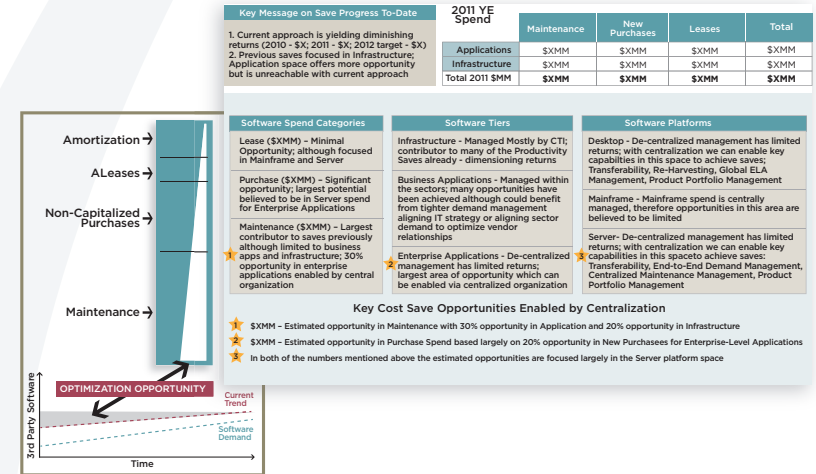
Kurt Salmon solutions

We have designed a solution– Software Asset Optimization (SAO) –that empowers CIOs to quickly identify cost reduction opportunity areas while also integrating and launching a sustainable operating model for software optimization that will ultimately mature and deliver ongoing and steady benefits:

- Providing a tiered model to software spend analysis that recognizes dimensions based on the strategy required for full optimization (e.g., leased vs. purchased software, desktop vs. server software) identifying opportunities for immediate cost optimization as well as developing a long-term maturity path
- Assessing current operations within the organization's internal environment to identify current maturity and guide client on a path to align with desired maturity against a proven sustainable model of successful software asset optimization
- Working with clients to assess current tools and technology in place to support software asset optimization while assisting with proper enablement of their environment via tools available in the industry today.

Illustrative deliverables

Spend Dimension Analysis



Operational Maturity Planning

