



IBM Endpoint Manager could help you to:

- Reduce IT costs and complexities**
- Avoid potential software licence penalties**
- Reclaim under-used licences**
- Support and manage your BYOD strategy**
- Gain real time visibility and improve security posture**



Visibility



Control



Automation

Improve software distribution, patching, PC/MAC power management, software usage analysis, security compliance and more, by teaming with IBM for a smarter, faster, modular multi-platform Endpoint Management solution.

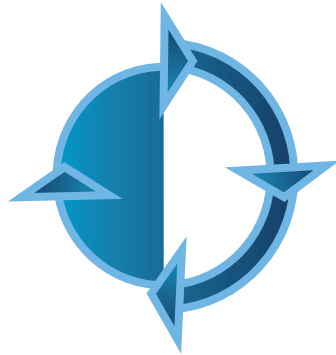


Take a closer look¹
See what one client has discovered...

Licence costs
could be reduced
by around 30%

15% of computers
were not
encrypted

12% more endpoints
were found than
previously recorded



A solution that helps reduce IT costs and complexities

Are you seeking a smarter and faster endpoint management solution that will increase staff productivity, streamline asset discovery cycles, ensure continuous compliance with software vendors and significantly reduce costs? If the answer is yes, then IBM Endpoint Manager can help.

IBM's solution combines endpoint and security management into a single solution that enables your team to see and manage physical and virtual endpoints including servers, desktops, roaming laptops and specialised equipment such as point-of-sale devices, ATMs and self-service kiosks.

IBM Endpoint Manager consolidates common management tasks into a modular, multi-platform solution that delivers real time visibility and control over all endpoints, regardless of the operating system, physical location or bandwidth.

Built on Bigfix™ technology, IBM Endpoint Manager uses a single agent, console and server, which supports up to 250,000 endpoints. It is capable of identifying licensed and unlicensed software with in-depth granularity and can successfully track software usage patterns with great accuracy.

Implementation services

IBM QuickStart Services for IBM Endpoint Manager for Software Use Analysis can help companies like yours have IBM Endpoint Manager running in days rather than weeks.

IBM Endpoint Manager for Software Use Analysis

- Manages assets on thousands of Microsoft Windows, UNIX and Linux endpoints
- Can be rapidly deployed throughout the entire enterprise in days instead of weeks or months
- Uses a Software Identification Catalogue to help simplify asset identification and support reporting
- Provides two key software metering functions for insight and cost savings - "always on" software inventory and analysis and software and asset license management
- Supports ongoing analysis and reporting with continuous asset monitoring
- Integrates with IBM Tivoli® software products to extend management capabilities to procurement, contract management and inventory of additional assets



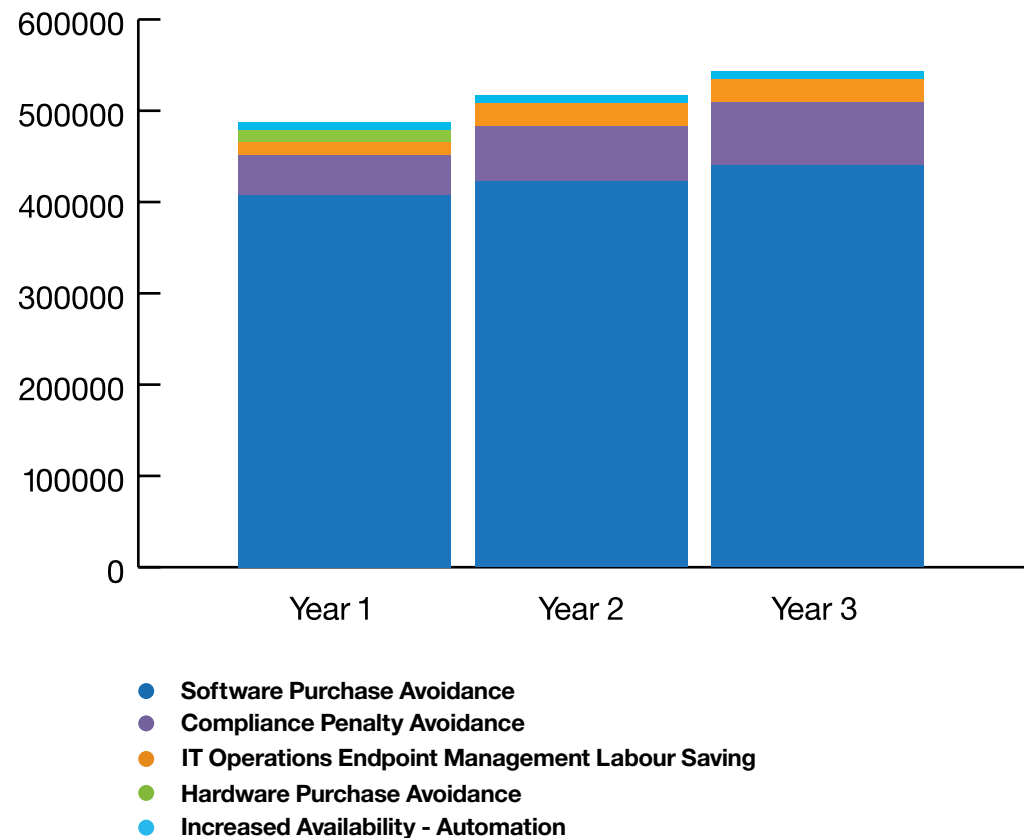
IBM Endpoint Manager identifies potential savings and uncovers vulnerabilities for a large international client.*

When a two day Proof of Concept was conducted for a large international organisation using IBM Endpoint Manager, it identified the following:

- 90% of users had not opened Microsoft Access for over 120 days. This represents an opportunity to reduce licensing costs.
- 12% more endpoints were found than previously recorded. These assets are likely not to be managed to policy and are not reflected in the company's financial records.
- 15% of PCs were not encrypted, despite a perception that all computers were encrypted, posing substantial security risks.
- 3% of PCs had more than one anti-malware product, despite a perception that all PCs were running only Symantec Endpoint Manager. This created a software compliance penalty exposure.
- 5% of PCs were running Chrome as the browser, despite a perception that all PCs were running only Microsoft Internet Explorer, impacting the efficiency and success of patching efforts.
- 5% of PCs, Macs, smartphones and tablets were running Dropbox, which was in violation of their corporate security policy, exposing the company to vulnerabilities.

Projected benefits summary

The following graph illustrates the potential benefits projected for this customer.



*This story is based on a specific customer case. IBM does not guarantee comparable results elsewhere.

IBM Endpoint Manager Proposal example for a customer with 15,000 endpoints

| *Benefits Summary | Year 1 | Year 2 | Year 3 | Total |
|--|------------------|------------------|------------------|--------------------|
| Total Benefit (US\$) | \$490,623 | \$515,707 | \$528,689 | \$1,535,019 |
| IT Cost Reductions | | | | |
| Software Purchase Avoidance | \$410,000 | \$418,200 | \$426,564 | \$1,254,764 |
| IT Operations Endpoint Management Labour Savings | \$9,904 | \$12,820 | \$13,204 | \$35,428 |
| Hardware Purchase Avoidance | \$10,000 | \$0 | \$0 | \$10,000 |
| Total IT Cost Reductions | \$429,404 | \$431,020 | \$439,768 | \$1300,192 |
| Business Operating Efficiency | | | | |
| Compliance Penalty Avoidance | \$60,000 | \$83,000 | \$87,150 | \$230,150 |
| Total Business Operating Efficiency | \$60,000 | \$83,000 | \$87,150 | \$230,150 |
| Business Strategic Advantage | | | | |
| Increased Availability - Automation (indirect) | \$1,219 | \$1,687 | \$1,771 | \$4,677 |
| Total Business Strategic Advantage | \$1,219 | \$1,687 | \$1,771 | \$4,677 |
| Direct Benefits | \$489,404 | \$514,020 | \$526,918 | \$1,530,342 |
| Indirect Benefits | \$1,219 | \$1,687 | \$1,771 | \$4,677 |



Over \$1 million dollars in financial benefits over three years

* Example based on the management of 15,000 endpoints. Many factors contribute to the actual results. IBM does not guarantee comparable results elsewhere.

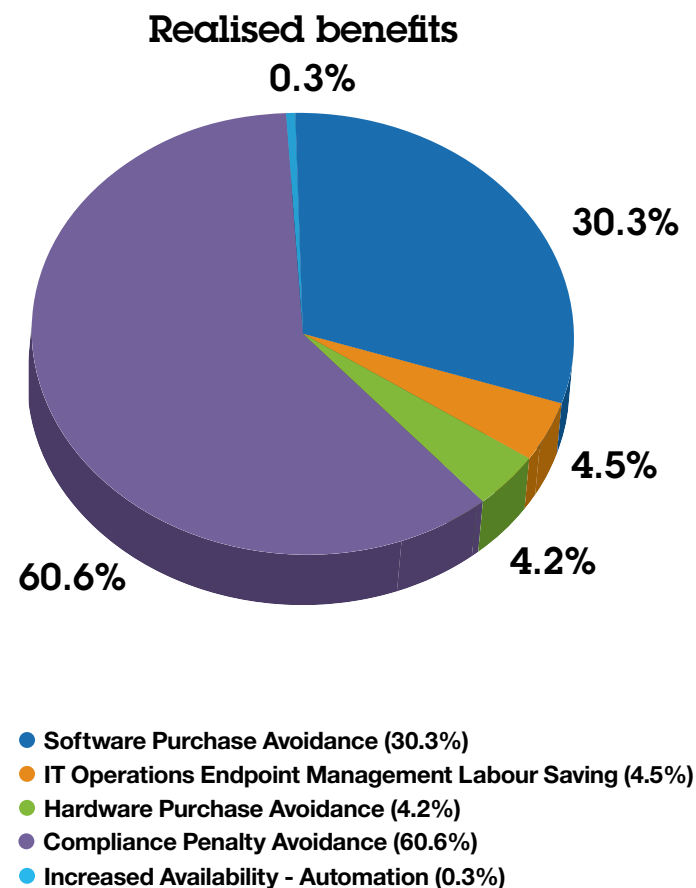


US Foods saves over US\$1.5M with IBM Endpoint Manager

US Foods is a leading distributor of food products to over 250,000 customers, including independent and multi-unit restaurants, healthcare and hospitality entities, and government and educational institutions. The company needed an automated, centralised endpoint management solution to replace cumbersome software compliance monitoring and application deployment processes.

After implementing IBM Endpoint Manager, US Foods were able to:

- Free up significant amounts of budget by re-using existing unused software licenses, instead of having to purchase new licenses – to the **value of US \$500,000**
- Mitigate risks associated with software license compliance, avoiding more than **US \$1M in license non compliance fines**
- Reduce costs associated with completing software audits, freeing up more than **10 hours a week in gathering data**
- Reduce the amount of time IT staff were spending on administration , **e.g. improving patch deploying times by 80%**
- Reduce the number of servers necessary to support endpoint management



**Gadens Lawyers
optimises operations
and improves IT
agility.**



Gadens Lawyers was seeking to streamline patch management and reduce power usage. The company was able to achieve this and more with IBM Endpoint Manager. They were also able to increase agility across the desktop network and free up IT staff to focus on more significant projects.²

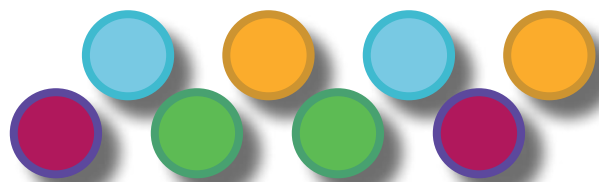
**Hutchinson Builders
improves support for
staff in rural areas and
management of its
PC fleet.**



One of the largest privately owned building and construction companies in Australia, Hutchinson Builders wanted to deploy third-party software, automate repetitive tasks and control devices remotely, so it could support staff in rural areas or when travelling. After implementing IBM Endpoint Manager, the company was able to conduct a robust and detailed analysis of its entire network across all 550+ endpoint devices, through a single interface, over a 24 hour period.³

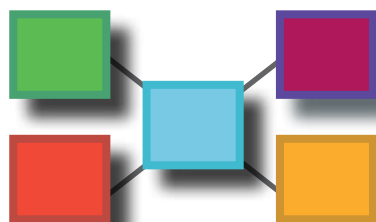


**St Vincents & Mater Health
Sydney (SV&MHS) increases
visibility of its endpoints.**



With a diverse set of academic, medical practitioner and administrative users, SV&MHS wanted to have access to the latest technologies, while protecting patient privacy. Using IBM Endpoint Manager, SV&MHS gained a single solution for patch management, configuration compliance, power management, asset discovery and software usage reporting, ultimately giving them complete control and visibility over 100 % of their endpoints and significantly mitigating risk exposure.⁴

**Western Federal Credit Union
achieves cost reduction
with improved endpoint
management.**



Western Federal Credit Union is a multi-sponsor credit union with over \$1.4 billion in assets and 120,000 members across the USA. Western Federal Credit Union found manual software distribution and update processes to be costly, slow and ineffective. IT staff had minimal visibility into asset inventory and software usage.

Using IBM Endpoint Manager Western Federal Credit Union increased patch compliance across a distributed network, achieving 50 percent reduction in labor costs and real-time visibility into asset inventory and software usage to improve licensing true-ups.⁵



Conclusion

The IBM team and our Business Partners are dedicated to helping you achieve your business goals. By partnering with us to implement IBM Endpoint Manager, you could gain many business benefits. IBM Endpoint Manager's unique approach distributes intelligence down to the endpoint, giving you the power to ask the right questions of every endpoint and receive quick, accurate answers.

Our solution anticipates, assesses, and remediates issues in real time, giving you the efficiency and accuracy you need through a single, policy-driven agent and a single console.

IBM has the right mix of skills, experience and a history of success enabling us to provide a reliable efficient solution, which can help deliver significant cost saving benefits to you now and into the future. IBM also has a broad network of Business Partners with specialist skills that could further support your needs.

You can feel secure knowing that you will have the right experience, capabilities and resources that can help you succeed, and you could also gain a responsive partner who understands your current and future needs.

1, 2, 3, 4, 5 This customer story is based on information provided by one particular customer and illustrates how one organisation uses IBM products. Many factors have contributed to the results and benefits described. IBM does not guarantee comparable results elsewhere.

Want to know more?

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