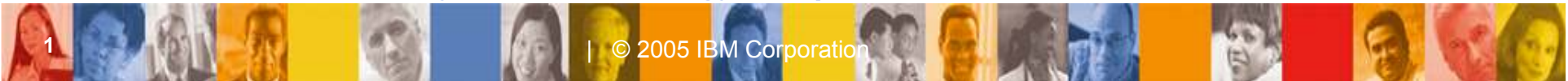# Université du Mainframe 2005

The IBM - Isogon Software Asset Management Solution

IBM Software et IBM System & Technology Groups

Why Software Asset Management?

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Companies can expect to achieve 30% savings in the first year and between 5-10% annually with an effective Software Asset Management program.
– Gartner

Customers who commit a minimum of 3% of their operating budgets to IT Asset Management programmes and tools can expect a 25% reduction in their TCO
– Gartner

Users spend $7 in software for every $1 in processor hardware.

- GIGA

Software budgets are increasing 13% faster than other budget areas

- IDC

- **You may be paying too much for software**
- **You may be out of compliance**
- **Your vendor may know more about your deployment than you do**
- **You need to continually align your Software spend with your Business Priorities**
- **Your CEO & CFO are liable if you do not have effective control procedures (Sarbanes-Oxley Section 404)**

IBM Software et IBM System & Technology Groups

What is Software Asset Management (SAM)?

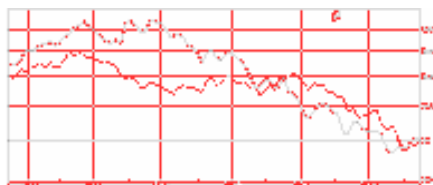# SAM is a Subset of IT Asset Management
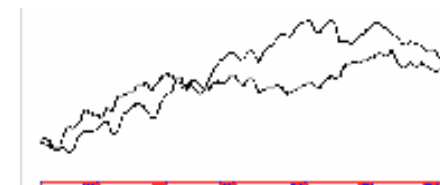
IT Asset Management (ITAM)

Hardware

Software

Contracts
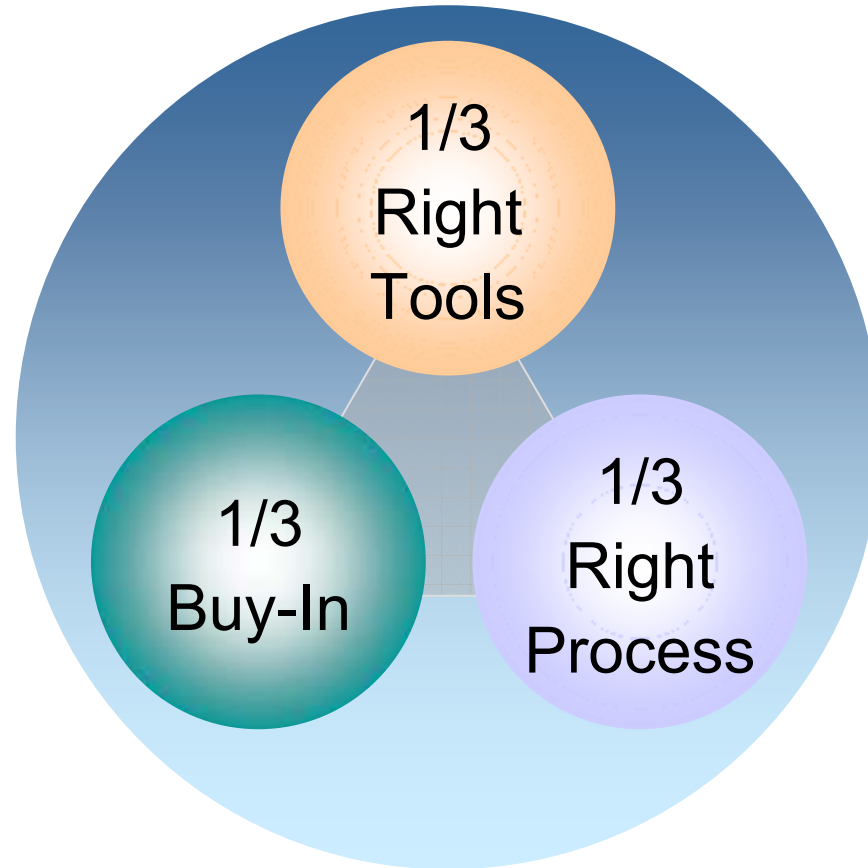
Software Asset Management

HW Cost Trends

SW Cost Trends

Sustaining SAM Success

1/3 Right Tools

1/3 Buy-In

1/3 Right Process

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SAM Lifecycle

End-of-Life

Strategic Planning

Budgeting

Growth

Tools

Buy-In

Proces

Day-to-Day

Business Contingency Planning

Purchasing
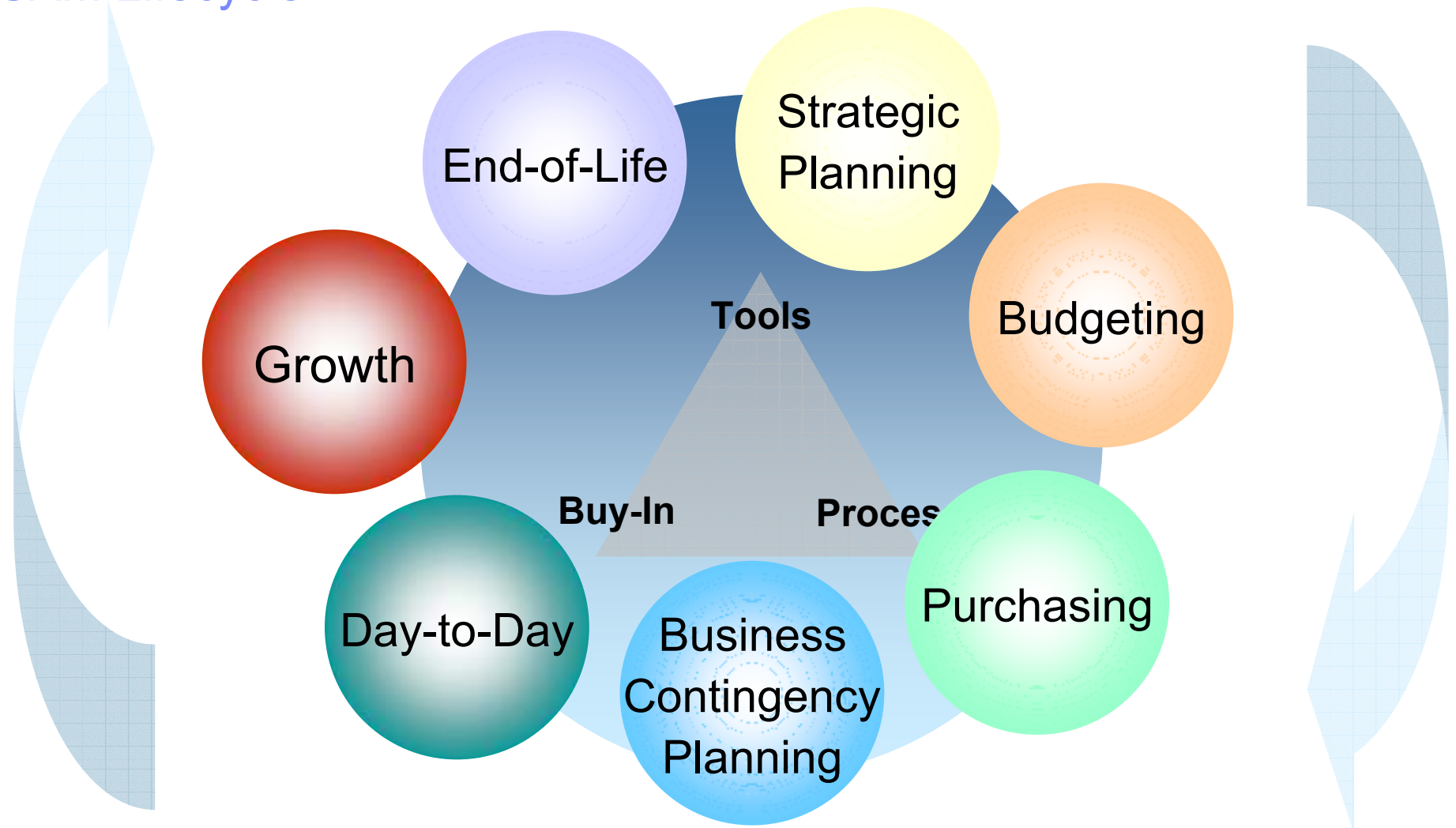
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Strategic Planning

Strategic
Planning

How do I know that my IT organization has tools and processes to align with the corporate strategy?

- Through SAM, quantify the utilization of software that supports an organization's adherence with corporate strategies

- Through SAM, optimize where your software is being used, and by whom

- Through SAM, identify and investigate software expenses

Strategic
Planning
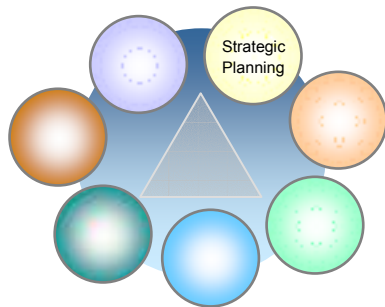
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Budgeting

Budgeting

How do I know that next year's software budget isn't too high (waste) or too low (uncompetitive)?

- Through SAM, accurately track what you actually use; know what software to budget for and what software to eliminate.

- Through SAM, gain visibility to all contracts for maintenance; budget for only the ones you need.

Strategic Planning

Budgeting

- Through SAM, gain visibility to all service contracts; maintain only the ones you need.
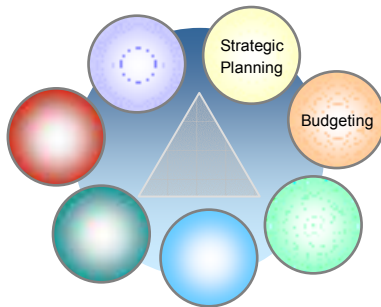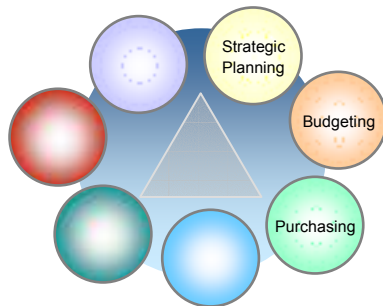
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Purchasing

Purchasing

How do I know that I am optimizing my expenses on software purchases?

- ▪ Through SAM, know exactly what you are using and negotiate more cost-effective ELAs and related agreements.

- ▪ Through SAM, you can identify unused, underused, and multiple versions of implemented software. Using this information you can rationalize software and eliminate costs.

Strategic Planning

Budgeting
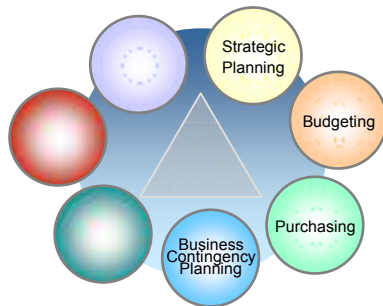
Purchasing

Contingency Planning

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Business Contingency Planning

How do I know that my business can quickly recover in the event of disaster?

- Through ITAM, identify the software and hardware that is critical to the running of your business.

- Through SAM, identify and track key supplier relationships.

- Through SAM, know exactly what contracts you have in place, and their specific terms and conditions.

- Through SAM, you are able to more effectively prioritize recovery

Strategic Planning

Budgeting

Purchasing

Business Contingency Planning

Day-to-Day

Day-to-Day

How can I be assured that day-to-day IT operations are fiscally responsible?

- Through SAM, immediately validate invoices

- Through SAM, more effectively use charge-back

- Through SAM, established procedures, records, reports, and other support documentation indicate compliance when faced with software audit

- Through SAM, demonstrate adherence to stringent accounting standards (Sarbanes-Oxley)

Strategic Planning

Budgeting

Purchasing

Day-to-Day

Business Contingency Planning

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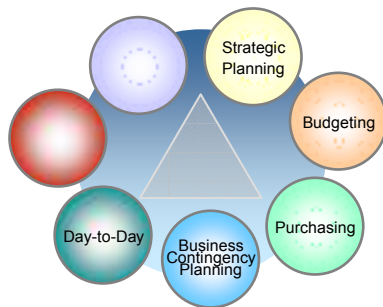
Growth

Growth

How can I contain the infrastructure costs associated with growth?

- Through ITAM, you know exactly what IT assets you have; understand why and when to re-deploy, acquire or dispose of them.

- Through ITAM you can plan hardware and software upgrades more effectively and efficiently.

- ITAM and Capacity Planning are complementary activities associated with efficiency and effectiveness. You need to do both.
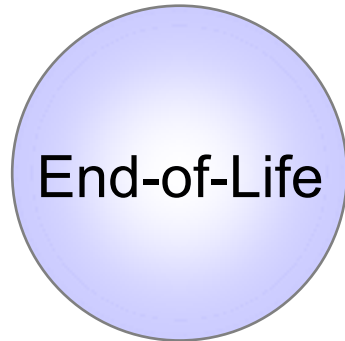
Strategic Planning

Budgeting

Growth

Purchasing

Day-to-Day

Business Contingency Planning
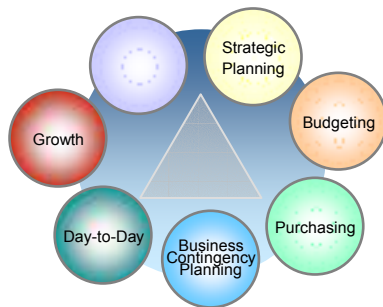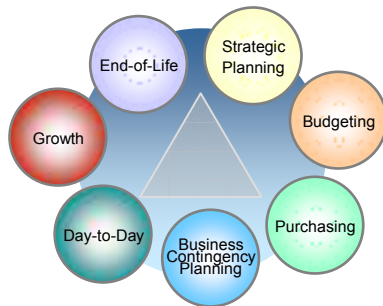
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SAM Lifecycle: End-of-Life **Université du Mainframe 2005**

End-of-Life

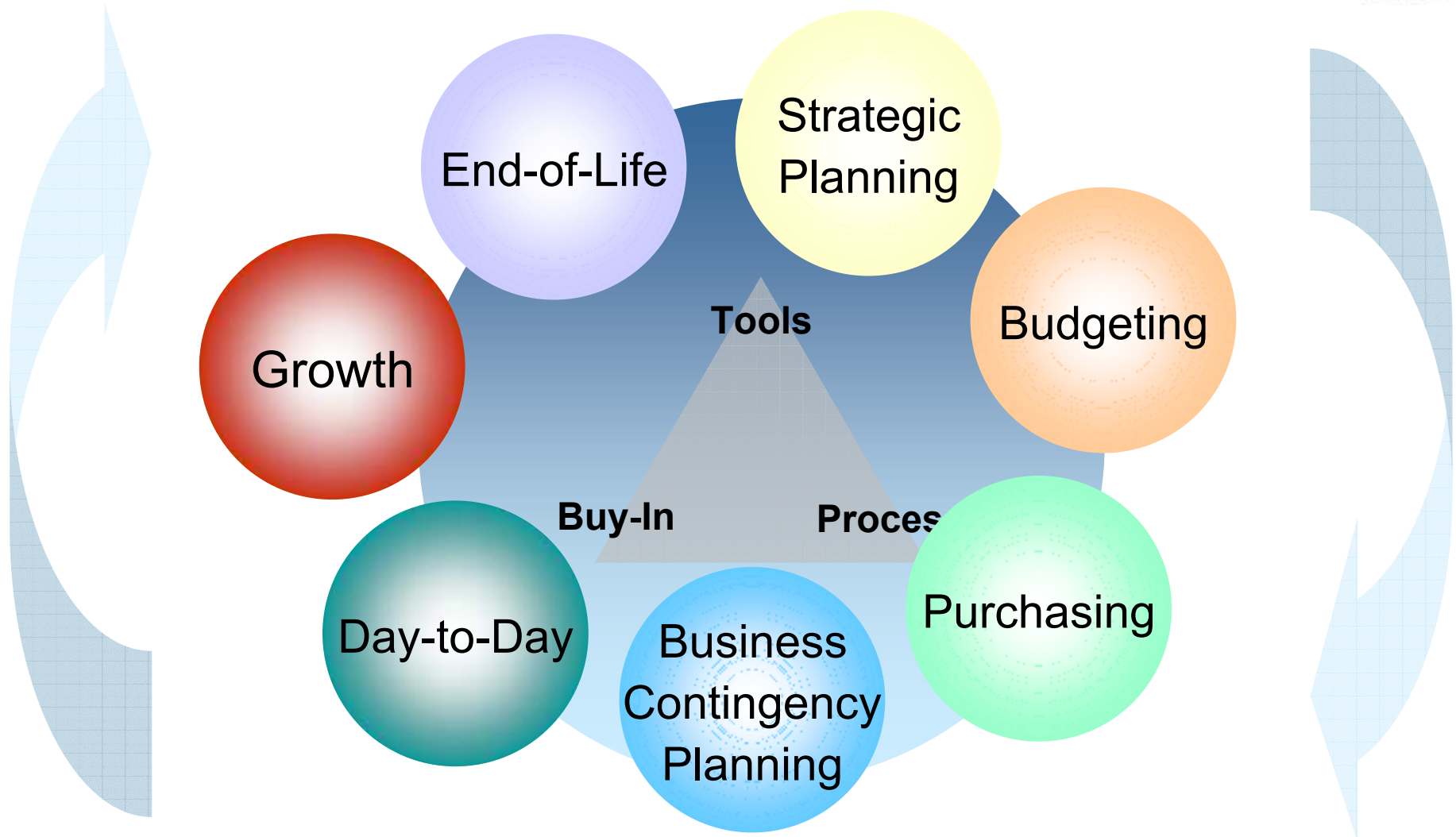## How do I know when to End-of-Life IT assets?

- Through ITAM, you can know exactly which assets are no longer or minimal use and determine if redeployment is appropriate.

- Through SAM, you can know exactly what software is not used, redundant, or multi-versioned, and use that information for EOL decisions.

End-of-Life Strategic Planning

Growth Budgeting

Day-to-Day Business Contingency Planning Purchasing

SAM Lifecycle

End-of-Life

Strategic Planning

Growth

Tools

Budgeting

Buy-In

Proces

Day-to-Day

Business Contingency Planning

Purchasing

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IT Licence Compliance Manager & IT Contract
Compliance Manager
provide the mainframe software auto-discovery
and contract management capabilities
of IBM's comprehensive end-to-end IT Asset
Management solution.

End-to-End IT Asset Management
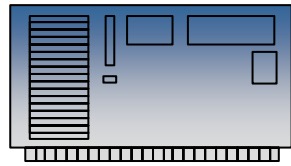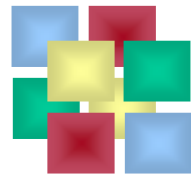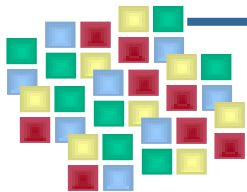
Inventory & Usage

Contracts & Financials

Mainframe

IBM Tivoli Licence Compliance Manager

UNIX/NT Servers

IBM Tivoli License Manager
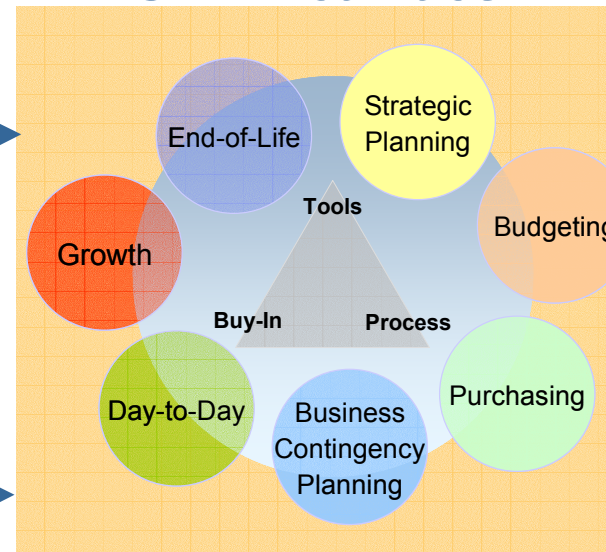
PCs

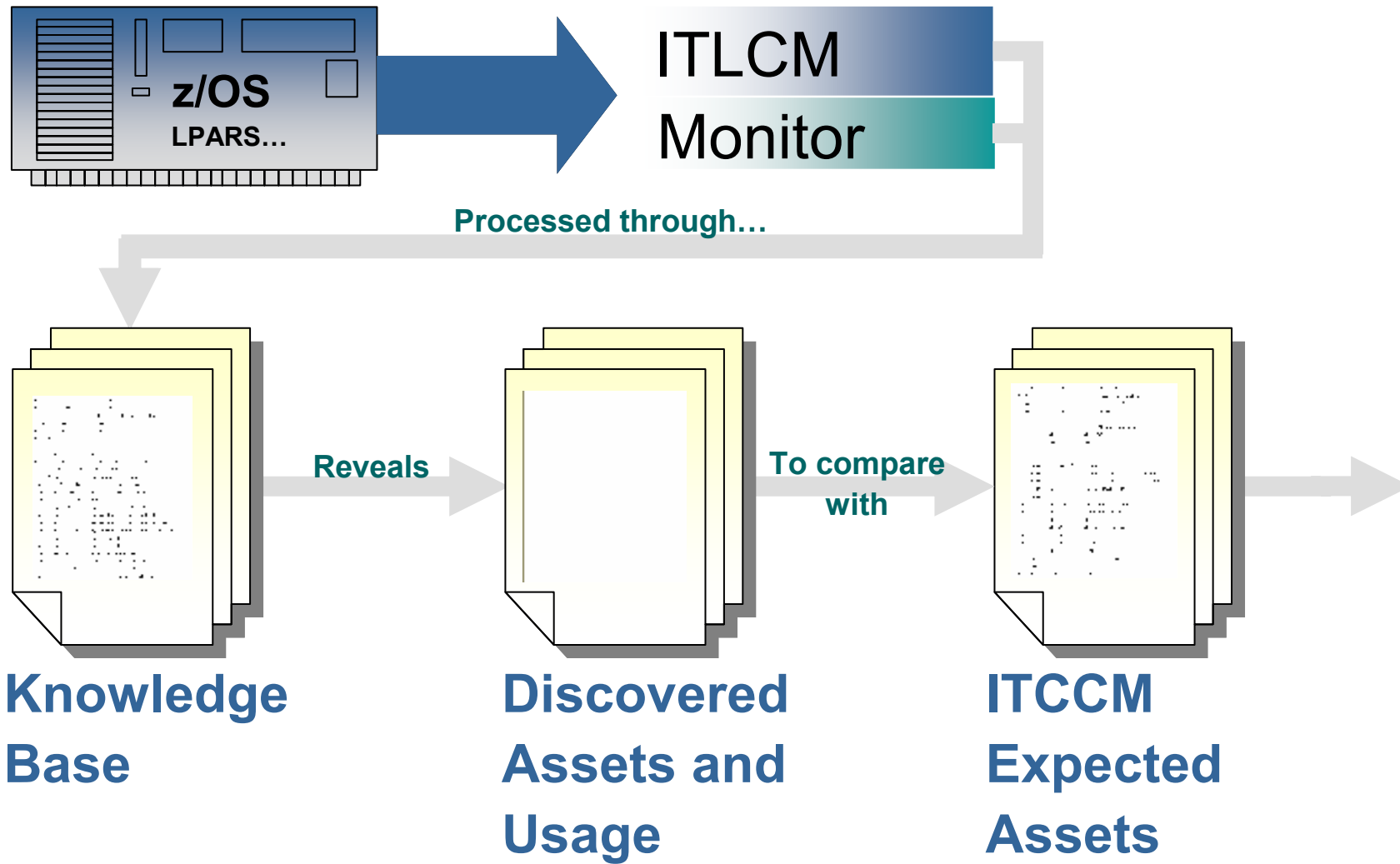### SAM Activities

- Strategic Planning
- End-of-Life
- Budgeting
- Growth
- Tools
- Purchasing
- Buy-In
- Process
- Day-to-Day
- Business Contingency Planning

IBM Tivoli Contract Compliance Manager

IBM Software et IBM System & Technology Groups

ITLCM & ITCCM

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z/OS
LPARS…

ITLCM
Monitor

Processed through…

Reveals

To compare with

Knowledge Base

Discovered Assets and Usage

ITCCM Expected Assets
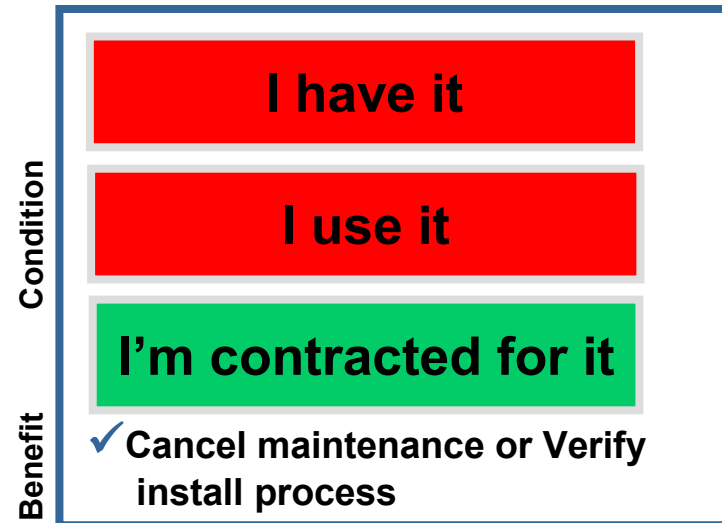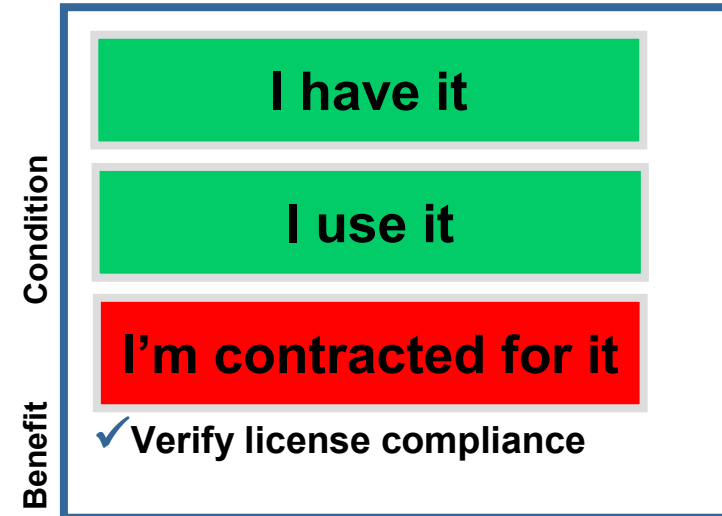
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Benefits from SAM Activities

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Condition

| I have it |
| I use it |
| I'm contracted for it |

Benefit
✓ Invoice validation, leverage contract negotiations

Condition

| I have it |
| I use it |
| I'm contracted for it |

Benefit
✓ Verify license compliance

Condition

| I have it |
| I use it |
| I'm contracted for it |

Benefit
✓ Eliminate unnecessary licenses

Condition

| I have it |
| I use it |
| I'm contracted for it |

Benefit
✓ Cancel maintenance or Verify install process

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ITLCM for z/OS Views

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Tree View | List View | Property View

- Tree View (Left): A consolidated view of enterprise-wide contractual information organized to show specific hierarchies.

- List View (Middle): Information about the selected data in the tree view.

- Property View (Right): Detailed information about the List View

ITCCM Views

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Tree View   List View   Property View

- Tree View (Left): A consolidated view of enterprise-wide contractual information organized to show specific hierarchies.

- List View (Middle): Information about the selected data in the tree view.

- Property View (Right): Detailed information about the List View.

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ITLCM Components

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- **The Knowledge Base is a comprehensive list of product names and detailed information about selected associated load modules**

Your DASD

Knowledge Base

Surveyor

Monitor

Load Library Inventory

Identifier

Selector

Software Product Inventory Data

Usage Data

Reporter

Distiller

Isogon Spotlight

IBM Software et IBM System & Technology Groups
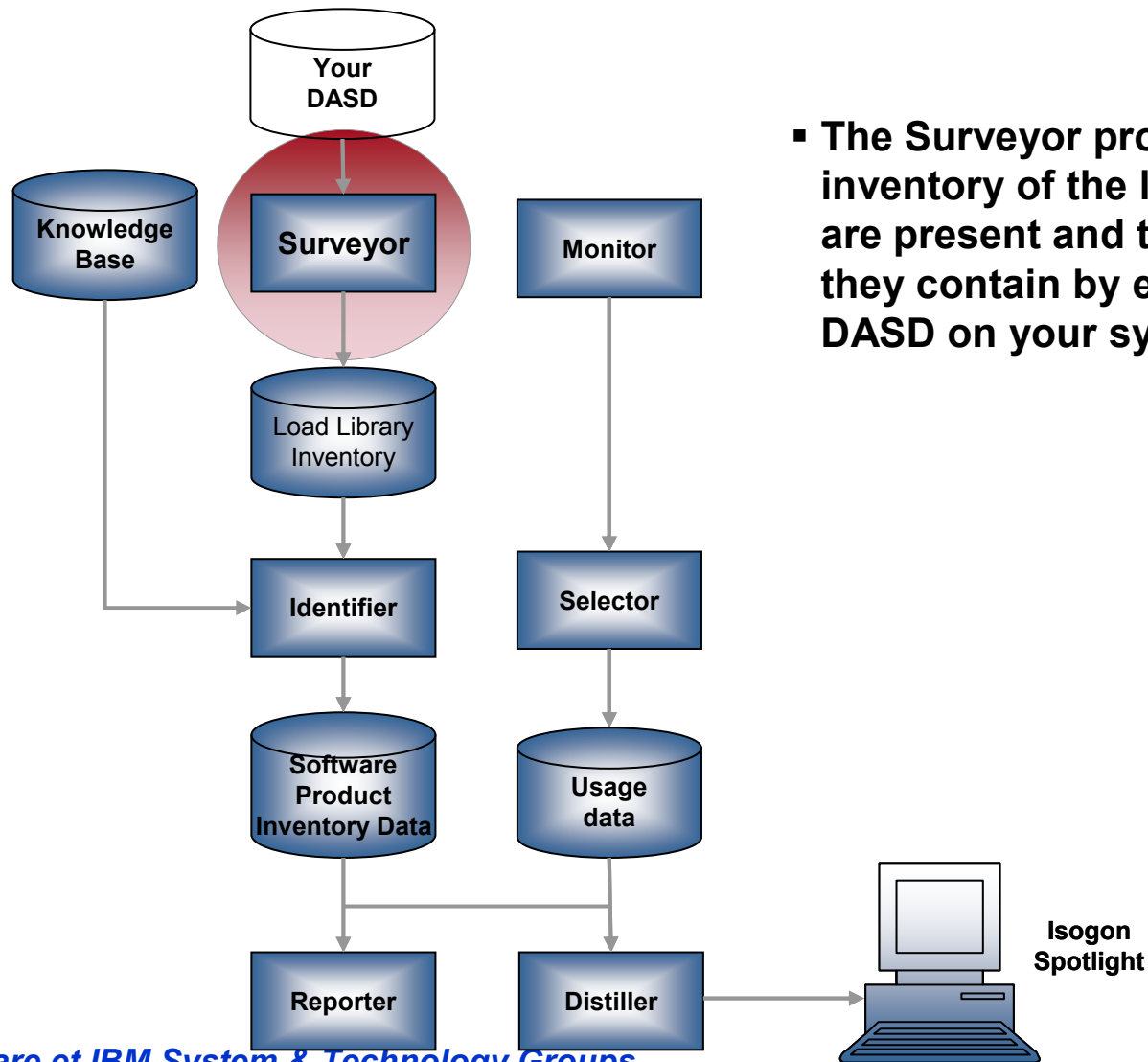
ITLCM Components

Université du Mainframe 2005

Your DASD

Knowledge Base

Surveyor

Monitor

Load Library Inventory

Identifier

Selector

Software Product Inventory Data

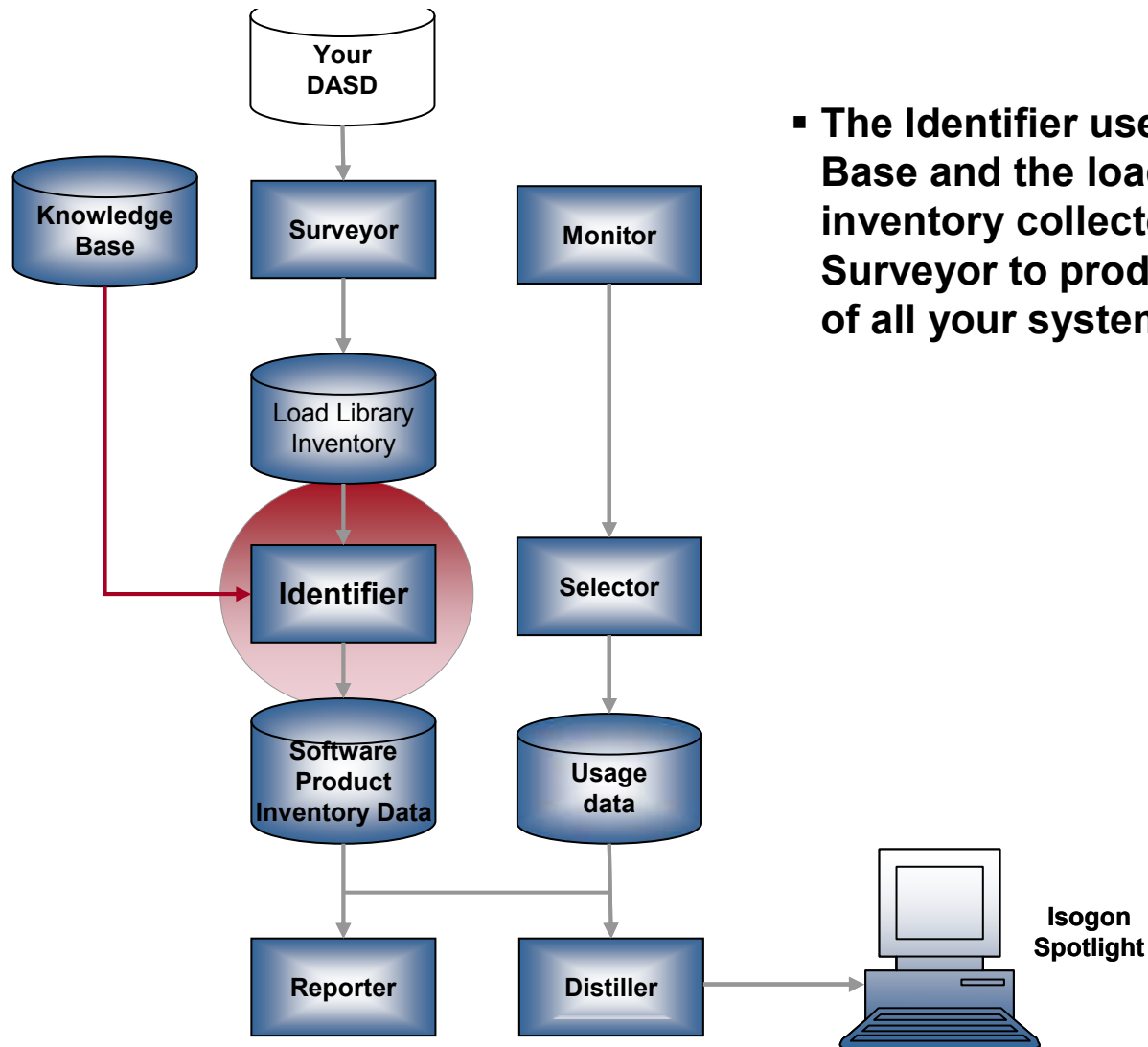**Usage data**

Reporter

Distiller

Isogon Spotlight

- **The Surveyor produces an inventory of the load libraries that are present and the load modules they contain by examining the DASD on your system.**

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ITLCM Components

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Your DASD

Knowledge Base

Surveyor

Monitor

Load Library Inventory

Identifier

Selector

Software Product Inventory Data

Usage data
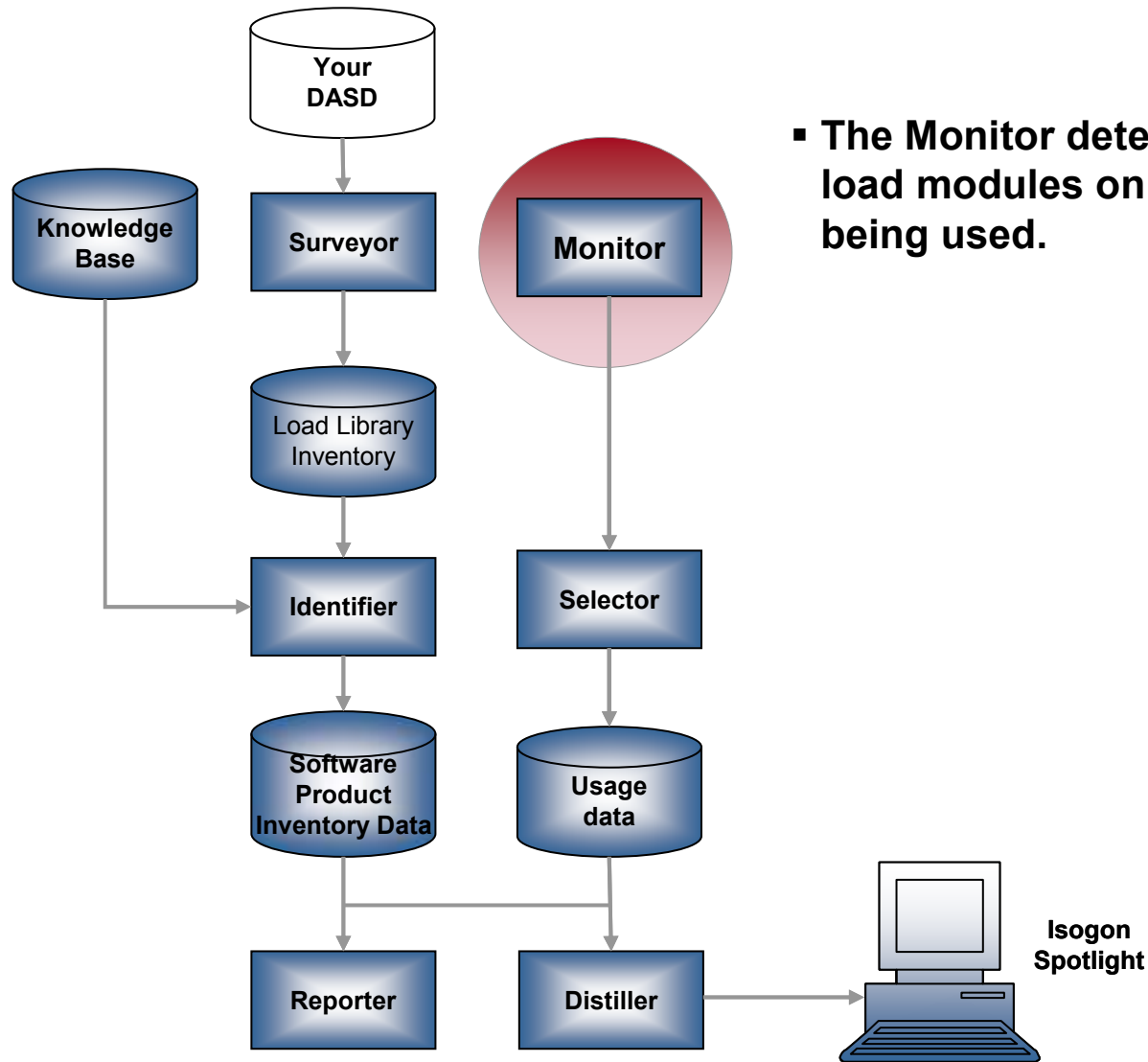
Reporter

Distiller

Isogon Spotlight

- **The Identifier uses the Knowledge Base and the load library inventory collected by the Surveyor to produce an inventory of all your system's products**

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ITLCM Components

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Your DASD

Knowledge Base

Surveyor

Monitor

Load Library Inventory

Identifier

Selector

Software Product Inventory Data

Usage data

Reporter

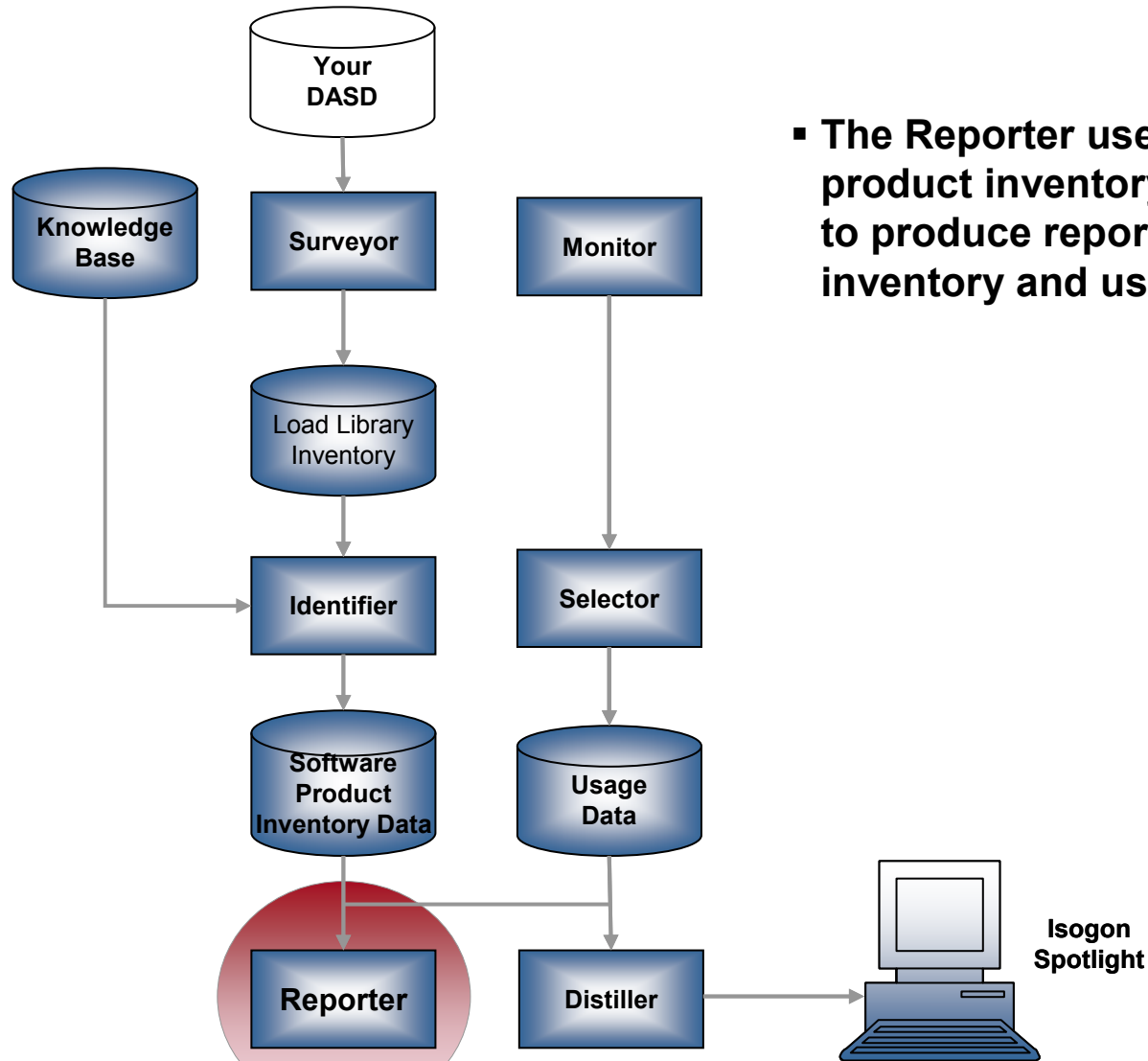Distiller

Isogon Spotlight

- **The Monitor determines which load modules on your system are being used.**

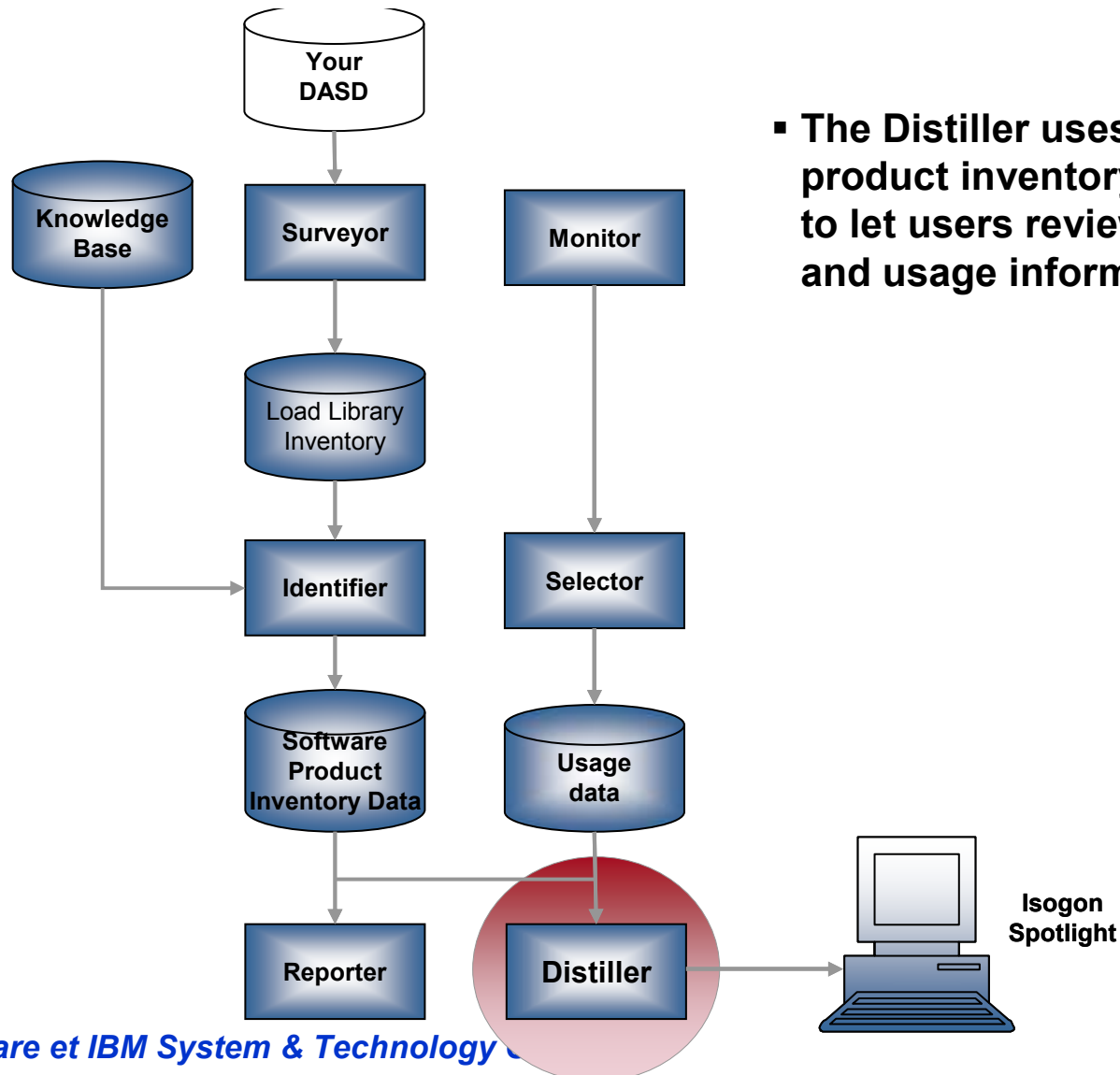*IBM Software et IBM System & Technology Groups*

ITLCM Components

Université du Mainframe 2005

Your DASD

Knowledge Base

Surveyor

Monitor

Load Library Inventory

Identifier

Selector

Software Product Inventory Data

Usage Data

Reporter

Distiller

Isogon Spotlight

- **The Reporter uses the software product inventory and usage data to produce reports about inventory and usage.**

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ITLCM Components

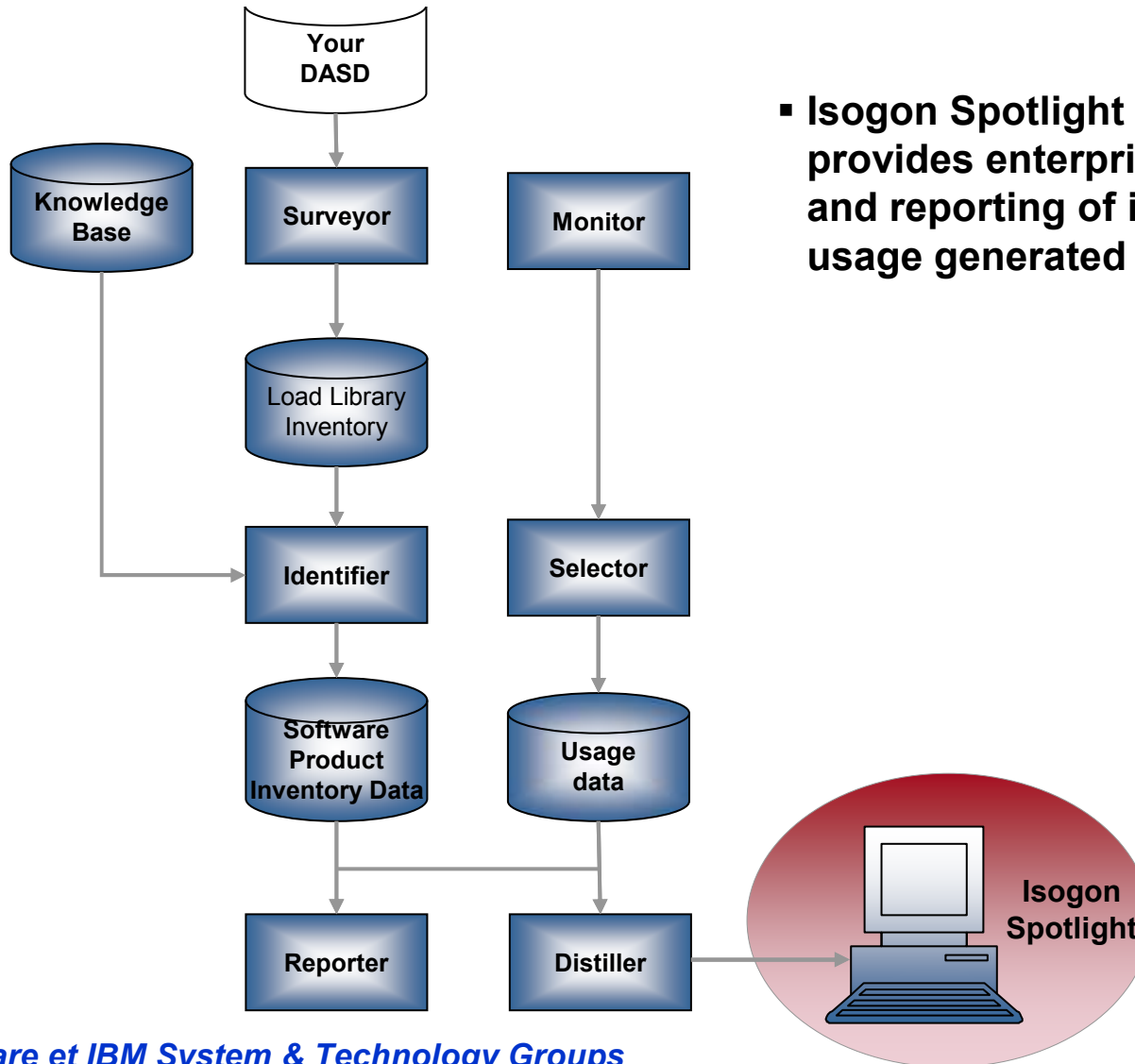**Université du Mainframe 2005**

- **The Distiller uses software product inventory and usage data to let users review their inventory and usage information.**

IBM Software et IBM System & Technology

ITLCM Components

Université du Mainframe 2005

```
Your DASD
   │
   ▼
```

Knowledge Base

Surveyor

Monitor

Load Library Inventory

Identifier

Selector

Software Product Inventory Data

Usage data

Reporter

Distiller

Isogon Spotlight

- **Isogon Spotlight runs on a PC and provides enterprise-wide display and reporting of inventory and usage generated by SoftAudit.**
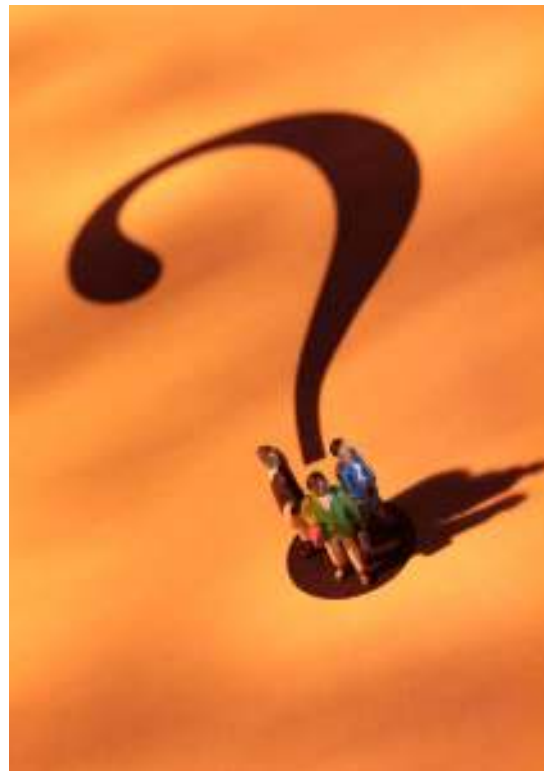
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Questions