



Optimise your Investments with Software Asset Management



Insight's customers all require software deployment and information to be able to effectively true-up or renew their Microsoft licences every year. On the surface, it seems a simple process to collect this information but customers tell us that this is not always the case. In fact, many customers find that they are required to divert critical project and BAU resources to support their Microsoft review. This can significantly impact project timelines, slow down business operations and put the business at risk of over-spend or non-compliance.

Insight has a solution designed to help customers collect this information, with minimal business impact, whilst leveraging our licensing expertise, to create opportunities to optimise your Microsoft spend. The Insight SAM is specially designed to help customers gather information needed to enable a cost-effective Microsoft True-up or renewal as well as providing them a full bird eye view of their organisation's entire estate.

What to expect from a SAM Engagement

Every engagement will be slightly varied depending on your infrastructure, needs, and goals. At a high level, an engagement can be broken down into four phases: Planning, Data Collection, Data Analysis, and Presentation.



Planning – The planning phase involves gathering information from you on your infrastructure, identifying engagement goals, securing appointments and meetings, and arranging access to begin data collection and analysis.



Data Collection – The data collection phase consists of the discovery and inventory of software assets using an inventory tool followed by the mapping of inventory data, and license entitlements. This may include a questionnaire and interviews with key stakeholders to ensure all relevant data and information is collected to provide a full and accurate analysis on software deployments, licensing entitlements, and current management processes.



Data Analysis – The data analysis phase includes the review and validation of all collected data, the identification of all Microsoft license agreements, and analysis of your long-term IT strategy. During this phase, ways to optimise software investments are explored to provide final engagement considerations and recommendations.



Presentation – At the conclusion of the SAM engagement, Insight will present their results, recommendations, and next steps in an overview presentation along with a detailed report.

Insight SAM engagement will help you:

- Save time by collecting the data you need to effectively renew with Microsoft
- Monitor and optimise costs associated with purchasing and maintaining your software
- Control business and legal risks related to improper software deployment
- Optimise your hardware and software investments based on accurate and detailed inventory and user data
- Align IT with organisational goals

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