

Software Asset Management

More complex and important than before



Software Asset Management has always been important and now with the increasing adoption of cloud and emerging technologies it is becoming more important and complex, while the need to manage risk and reduce cost remains a constant.

Software Asset Management as a Service (SAMaaS)

KPMG is thinking differently. We are now using digital tools to enhance our SAM services and enable our clients to leverage new pathways to reducing the cost of software, while at the same time providing a reliable means of maintaining compliance with vendor terms and conditions.

We also believe it is important to have a SAM operating model and we have incorporated one in our SAMaaS to help you navigate the uncharted waters that lie ahead.



15% of organisations have saving cost as one of the top operational priorities ...however applying discount pressure on a software vendor is no longer an effective means of reducing that cost ⁽¹⁾



17% of organisations are making a significant investment in cloud ...this is driving changes in the nature of SAM and raises the importance of an operating model for SAM ⁽¹⁾



10% or less of organisations are compliant with software vendor's T&C's ...in the past 12 months organisations have paid software vendors in excess of \$100M in settlements ⁽¹⁾



44% of organisations have at least one tenth of their tech spend controlled outside IT and this is an upward trend ...technology leaders need to think differently about how they influence technology within the business ⁽²⁾

¹ KPMG's market observations from our software license compliance work for vendors

² Harvey Nash/KPMG CIO Survey of 2018

SAMaaS



KPMG



We have a global team – 400 professionals focused on Software licence management



KPMG is a market leader in vendor licensing models, commercial drivers and compliance programs



KPMG co-wrote the ISO 19770 standard for IT Asset Management

Contact us



Edwin Davis
Partner
T: +61 2 9335 7190
E: edwindavis@kpmg.com.au

The information contained in this document is of a general nature and is not intended to address the objectives, financial situation or needs of any particular individual or entity. It is provided for information purposes only and does not constitute, nor should it be regarded in any manner whatsoever, as advice and is not intended to influence a person in making a decision, including, if applicable, in relation to any financial product or an interest in a financial product. Although we endeavour to provide accurate and timely information, there can be no guarantee that such information is accurate as of the date it is received or that it will continue to be accurate in the future. No one should act on such information without appropriate professional advice after a thorough examination of the particular situation.

To the extent permissible by law, KPMG and its associated entities shall not be liable for any errors, omissions, defects or misrepresentations in the information or for any loss or damage suffered by persons who use or rely on such information (including for reasons of negligence, negligent misstatement or otherwise).

© 2020 KPMG, an Australian partnership and a member firm of the KPMG network of independent member firms affiliated with KPMG International Cooperative ("KPMG International"), a Swiss entity. All rights reserved.

The KPMG name and logo are registered trademarks or trademarks of KPMG International.

Liability limited by a scheme approved under Professional Standards Legislation.

March 2020. 471855381AARC