

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



Cost Management



Compliance Management



Software Asset Data



Technology

FLEXera



Microsoft Azure - KPMG Australia East



People

- Vendor preferred
- 40+ in Australia
- 400+ globally



- Operating model aligned to ISO 19770
- KPIs
- Governance framework

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



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