

# Microsoft SAM Managed Service Program



The Microsoft SAM Managed Service Program is a pilot program, currently available in the US and UK, offering customers a continual, governance-based, outsourced service that helps them more effectively manage software assets. To ensure the highest quality of service, only Microsoft partners who met initial eligibility criteria and passed a rigorous assessment based on SAM industry standards ([ISO 19770](#)) and the [Microsoft SAM Optimization Model \(SOM\)](#) become Accredited Providers and can offer services through the program.

Regular SAM reviews of your IT infrastructure can help you improve your overall asset management, license controls, and SAM policies and procedures. This uninterrupted visibility of your infrastructure can help you quickly identify and resolve issues such as closing cybersecurity gaps before they can do harm or consolidating and repurposing underutilized servers before deciding to buy more. A 360-degree view of your IT infrastructure enables the in-depth analysis and optimization of your software assets.

**Control** costs and business risks, for a stronger, healthier financial position.

**Optimize** existing investments, so that you can do more with what you already have.

**Align** your IT investments with your business goals for increased agility and productivity.

“By 2019, annual spending on enterprise software licenses will decrease by 30% in those organizations that automate entitlement optimization using software asset management (SAM) tools.”

- Gartner, Competitive Landscape: Software Asset Management Tools, Published: 26 August 2016

## Exclusive program benefits

Additionally, Microsoft offers unique benefits for customers who participate in the program including:

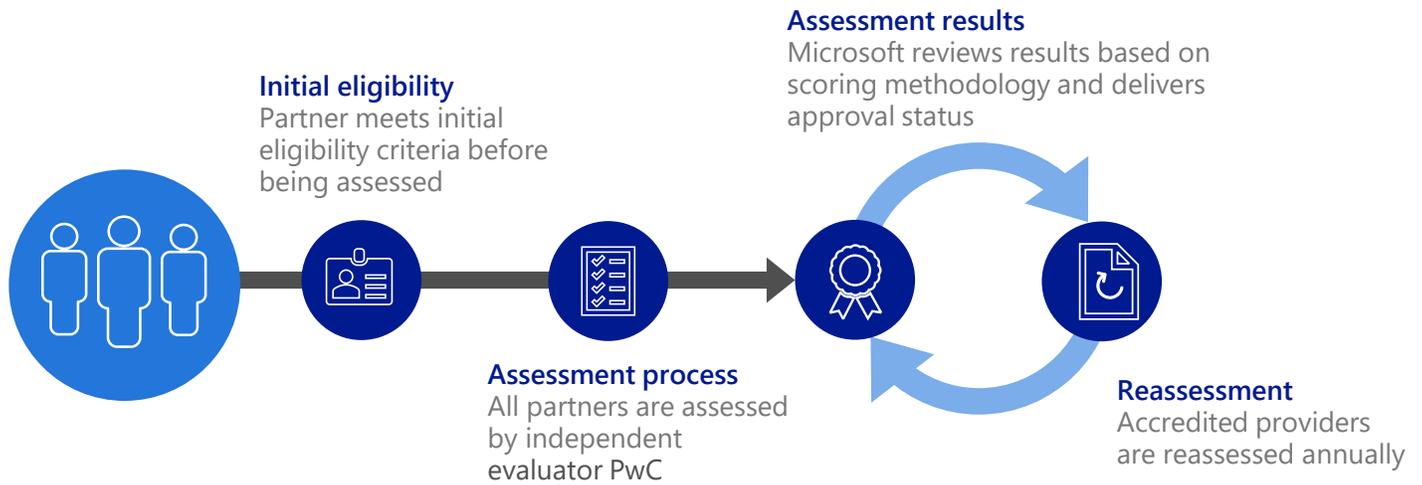
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- A “Fresh start” with Microsoft licensing
  - Flexible licensing solutions and optimization
  - Reduced risk of audit (license compliance verification)
  - Special offers and training opportunities
  - Ongoing Microsoft product end-of-life guidance, SOM maturity tracking and value-based consultations

## Data driven insights

This program is designed to provide you with deep data insights that allow for rich optimization, cybersecurity, and cloud discussions. Through the regular collection and analysis of software deployment data and key business and technology information, your we can provide you with ongoing recommendations around your SOM maturity level, technology and license optimization roadmap discussion, product end-of-life guidance, and value-added consultations such as cloud-readiness or cybersecurity.

## Why work with us?

We are one of a select group of Microsoft partners who are approved to provide services through the pilot program in the US. Only Microsoft partners who have met the initial eligibility criteria and successfully completed an in-depth assessment by an independent third party evaluator can offer services through the program.



The assessment process evaluated our current SAM practices, knowledge, and ability to consult organizations, of all sizes. Inviso Corp. also has maintained certifications through the Microsoft Certification Program including Software Asset Management, Microsoft Volume Licensing, and Cloud Fundamentals. In addition to the required program certifications, Inviso earned optional certifications including Small and Midmarket Cloud Solutions, Devices and Deployment, Data Analytics, and Data Platform.

## What to expect

When you commit to the program, we will take you through an onboarding process, where we schedule time to gather information on your infrastructure background, discuss your IT and business goals, set up appointments with key stakeholders, and arrange access for software deployment data collection and analysis.

The program requires that data be collected and analyzed every six months, at a minimum, to ensure continued value. However, depending on your needs and the tools and systems available, recurring data collection and analysis can function as an integral part of your daily business or be conducted at regular intervals.

## Learn more

To participate in the program and receive program benefits all customers must meet obligation and eligibility requirements. If you are interested in learning more about these requirements and how the Microsoft SAM Managed Service Program can benefit your business, contact us. Inviso Corp.

<http://www.invisocorp.com/sam/managedservice/>

For more details on the program visit: <http://AKA.ms/SAMManagedService>