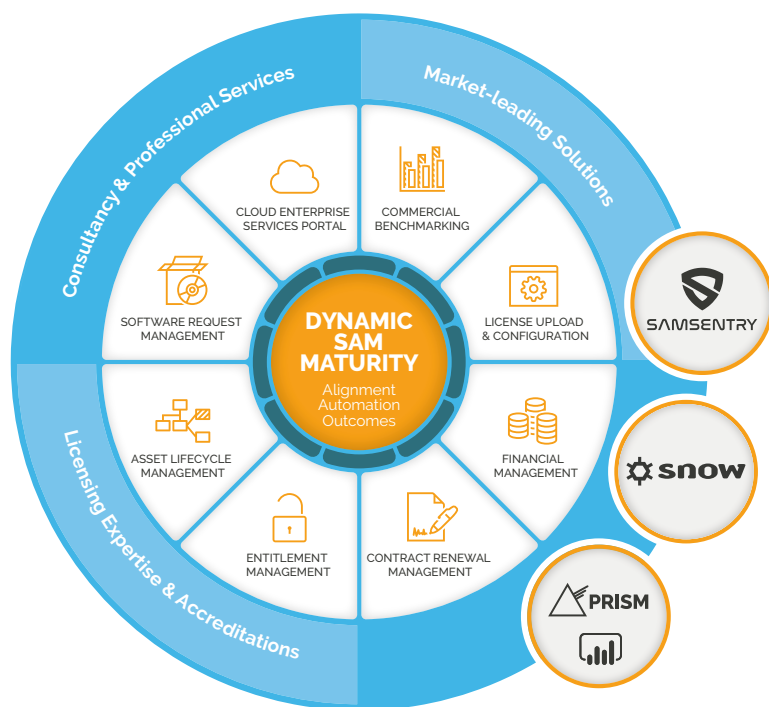# TRUSTMARQUE ☼ snow

VIRTUAL ASSET MANAGER SERVICE
POWERED BY SNOW

An extension of your IT Team

Trustmarque's VAM (Virtual Asset Manager) Service is designed to help you manage your software estate more efficiently, saving you money while also mitigating risk.

With improving your SAM (Software Asset Management) Maturity at the heart of our approach, the VAM Service acts as an extension of your IT team, giving you access to Trustmarque's specialist expertise, services and tools in order to deliver successful and cost-effective software asset management (SAM) for your organisation.

The VAM Service will also provide long-term intelligence around your organisation's existing SAM processes to help you plan for the future and safeguard your investments, ultimately making you more self-sufficient.

How does it work?

To determine the right approach for your business, we will first perform a SAM Maturity Assessment using SAMSentry. This assessment is based on a comprehensive review of your current ITAM processes, including an evaluation of process maturity. From this review, we will create a comprehensive SAM Maturity strategy, providing a detailed roadmap and action plan for improvement.

Whether you choose an on-premise or cloud-based solution, our VAM services are specifically tailored to become an extension to your team with minimal impact on resource and infrastructure. Working in partnership, we aim to advance your SAM maturity and drive long-term operational efficiencies.

As part of the service, we will perform regular reviews and make the necessary service adjustments to ensure you continue to benefit from our value-adding solutions, no matter where you are in your SAM cycle.

Consultancy & Professional Services

Market-leading Solutions

CLOUD ENTERPRISE SERVICES PORTAL

COMMERCIAL BENCHMARKING

SOFTWARE REQUEST MANAGEMENT

LICENSE UPLOAD & CONFIGURATION

DYNAMIC SAM MATURITY
Alignment
Automation
Outcomes

ASSET LIFECYCLE MANAGEMENT

FINANCIAL MANAGEMENT

ENTITLEMENT MANAGEMENT

CONTRACT RENEWAL MANAGEMENT

Licensing Expertise & Accreditations

SAMSENTRY

☼ snow

⚠ PRISM

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Why adopt a Virtual Asset Manager Service?

In the constantly evolving digital world, organisations are having to manage more and more devices, multiple platforms and flexible ways of working. This is having a huge impact on scarce IT resources who are left to manage the situation with insufficient tools, processes and resource. In many cases, this has resulted in a boom of '**shadow IT**' with business units bypassing IT and purchasing their own software.

Trustmarque's Virtual Asset Manager Service gives you greater control of your software assets and aims to realign your IT department with the rest of the business to drive your SAM Maturity and ITAM success.

Virtual Asset Manager Service key features

You can pick and choose from a diverse range of market leading solutions, powered by the best tools in the business, to release value across your IT lifecycle.

A hosted platform – If required, we can provide all management and infrastructure in our secure datacentre, reducing the need for local server support and provision

License upload and configuration – our licensing specialist will import your license entitlement to Snow with the advanced configuration for areas such as datacentre and virtualisation licensing

Entitlement Management – We enter all license purchases on a regular agreed schedule to ensure that your license position is maintained

Asset Lifecycle Management – We will manage the status of assets for you. Aligned to your retirement process, we archive devices with their WEEE certificates to ensure you maximise the opportunity to re-harvest licenses and avoid unnecessary spend

Key benefits and outcomes

A comprehensive and tailored solution to meet your organisation's software asset management needs that will hep you:

- Achieve significant cost reduction

- Improve control of software and related hardware assets

- Reduce risk through improved visibility of your software estate

- Ensure minimal impact on existing resource and infrastructure

- Reduce the requirement for local server support and provision

- Develop key software asset management skills and capability within your existing team

- Maintain your license position with Entitlement Management

- Manage the status of your assets, including maximising existing licenses to avoid unnecessary cost

- Improve decision making on software purchases

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Financial Management - We provide you with analysis on the value of your hardware and software assets and then use this information to highlight areas of potential cost savings or cost avoidance

Commercial Benchmarking Service - delivers a comprehensive review of your pending purchases, utilising information around current software use and the long-term technical deployment plan. The result is an optimised long-term licensing strategy.

SAM Maturity Assessment - When combined with software audit and license management technology, SAMSentry provides a 360 degree view of your SAM infrastructure to define a clear roadmap for your SAM Maturity strategy.

Contract Renewal Management - We proactively manage your renewals and provide a quarterly report to help improve your visibility and help you to rationalise or standardise contracts to achieve potential cost saving and cost avoidance.

Software Request Management - Our specialists work seamlessly as a virtual extension of your team to resolve standard and non-standard requests. The team will resolve software requests and will provide a monthly / quarterly report so we are able to identify trends and implement improvement plans.

Cloud Enterprise Services Portal - allows you to manage and procure all your Microsoft cloud products and services all in one place. It has been specially designed for the era of cloud computing and digital transformation.

Prism - Prism is our dynamic asset management analytics service driven by Microsoft Power BI. Prism takes information from numerous data sources such as Snow Inventory, Snow License Manager or in-house systems and creates detailed dashboards that are relevant to your organisation's circumstances.

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Powered by Snow

Snow License Manager is a highly scalable, multi-platform software license optimisation solution that empowers organisations to reduce their software costs and mitigate risks across their IT estate.

Snow addresses all aspects of SAM by providing an integrated solution to manage the discovery, inventory, data consolidation, software intelligence and license management to give comprehensive coverage for all licensing requirements. Snow covers your entire IT estate regardless of the location (either network or cloud-based) as well as devices in use so each asset can be managed throughout its entire lifecycle.

Trustmarque is proud to hold gold partner status with Snow Software.

GOLD
snow
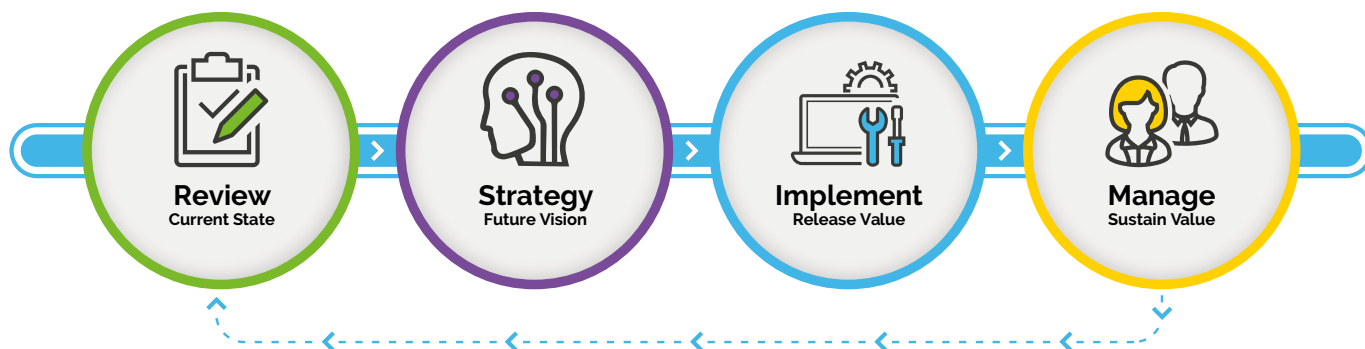CERTIFIED PARTNER

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Why Trustmarque

The Virtual Asset Manager Service forms part of Trustmarque's broader service offering in IT Asset Management. Our aim is to empower your organisation with connected IT and help to make you more successful an increasingly digital and technology-driven world. Through dynamic IT Asset Management, we re-align IT with the rest of the business to help make you more efficient, ensure compliancy, optimise spend, drive automation and deliver self-sufficiency.

Our ITAM consultancies are bespoke to your needs but always underpinned by the same Trustmarque quality standard; expertise, accreditation and heritage.

Discover our comprehensive range of ITAM solutions and services by talking to your Account Manager or visiting www.trustmarque.com/ITAM

ITAM by Trustmarque

We bring IT back into alignment to deliver better business outcomes.

Review Current State   **Strategy** Future Vision   **Implement** Release Value   **Manage** Sustain Value

Powered by the best tools and the best minds in the business

SAMSENTRY   ⚙ snow   PRISM   Microsoft System Center