

SAM MASTER CLASS – BECOMING A CERTIFIED SAM PROFESSIONAL

This training addresses key SAM controls and activities from a management, operational and supporting perspective and focuses on the organizational integration of SAM into the overall IT landscape.

The Deloitte SAM Academy provides a comprehensive training program for all key activities relating to Software Asset and License Management (SAM). The content of the SAM Academy has evolved from Deloitte's long-term SAM experience in diverse customer projects and covers the entire software lifecycle. We offer impartial guidance and training independent of any software vendor or tool provider.

An effective and efficient SAM function comprises all of the operational elements and activities required to obtain the current licensing status as well as governance controls and managerial tools to effectively manage SAM. The management level of SAM defines the optimal structure for SAM in the organization and the design areas of priority for the business. Handling the tiered dependencies of SAM will challenge the organization with a variety of new tasks which require specific and comprehensive knowledge.

I. Life-cycle oriented processes at Software Asset Management

- ISO 19770 – the standard for IT Asset Management
- Approach of baseline compilation
- Technical and commercial data collection
- Dealing with software and licenses that cannot be inventoried
- Understanding of license types and license metrics (also in virtual environments)

II. Software Asset Management structure and design areas

- SAM objectives, scope and principles
- SAM processes, roles and organization
- SAM data and tool management

III. Special topics of Software Asset Management

- SAM value proposition
- Software license pooling
- Software cost management
- SAM outsourcing
- Software vendor audit

The training addresses current or prospective IT decision-makers and executives who fulfill SAM functions and/or manage SAM projects. We recommend as prerequisite for the participation in this training a sound practical knowledge of SAM.

Three days including subsequent exam with Deloitte certification (optional)

On request

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