

# Hoe als stad of gemeente voorkomen dat u te veel betaalt voor de software die u gebruikt?

Roeselare, 9 november 2017

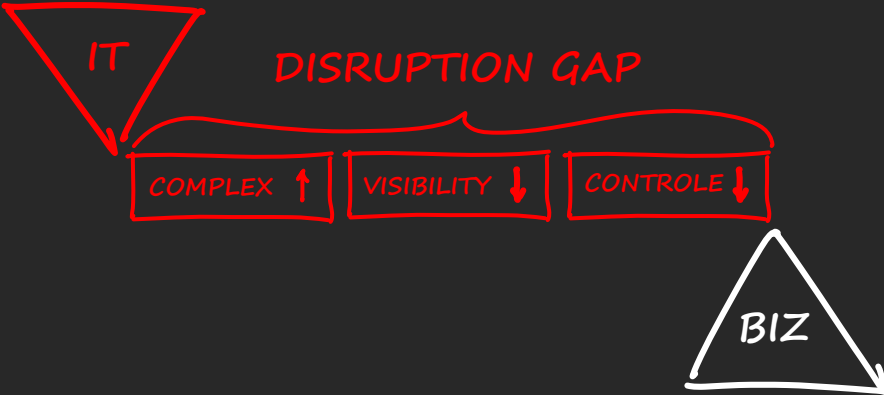


**REALDOLMEN**  
to get there, together

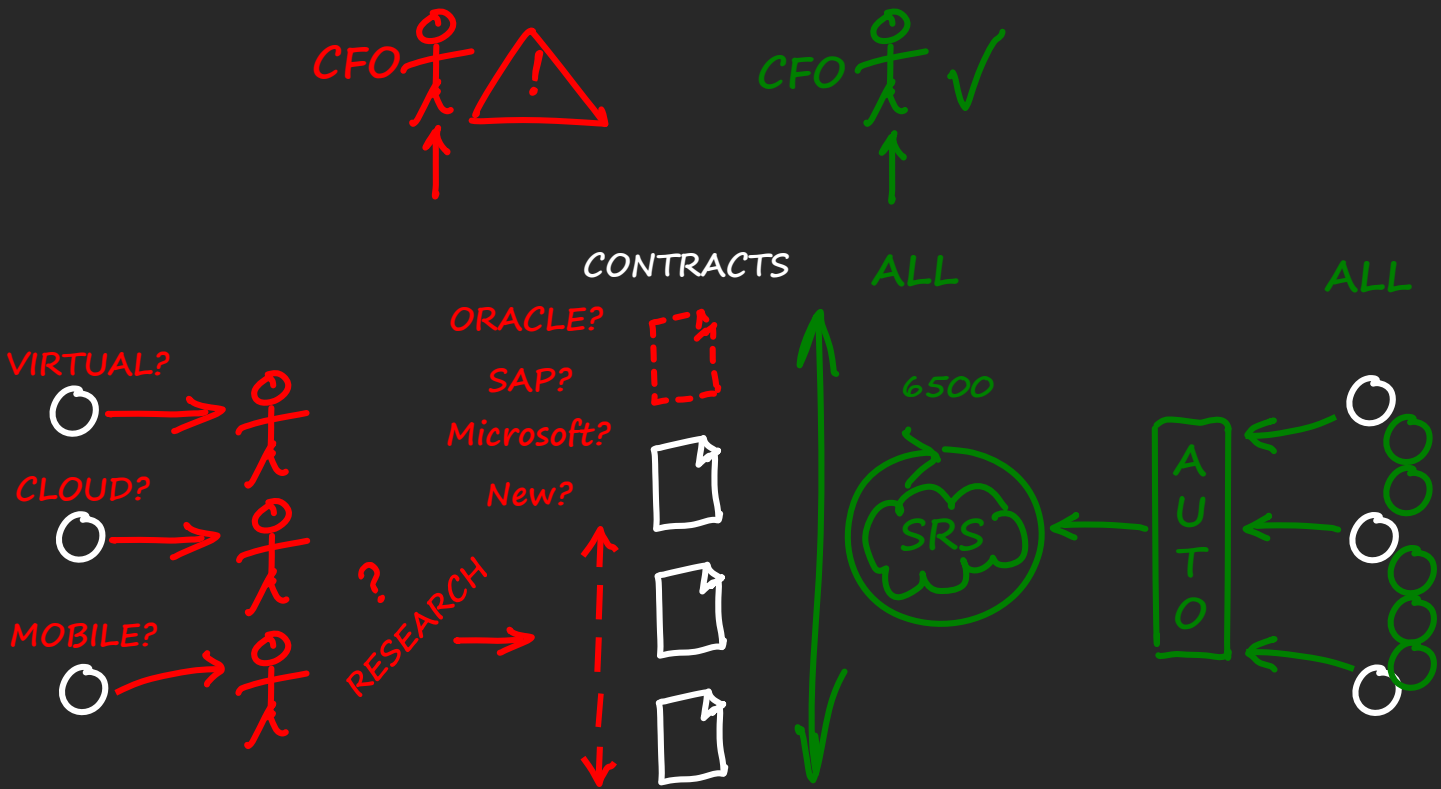
A close-up photograph of a person's hands gripping a rock face during a climb. The hands are positioned on the right side of the frame, with fingers curled around the rock. The rock is a mix of reddish-brown and dark, porous volcanic rock. In the background, a river flows through a valley, and mountains are visible under a bright, hazy sky, suggesting a sunset or sunrise. The overall scene is one of physical effort and natural beauty.

**ATTENTION CIOs:  
ARE YOU LOSING YOUR GRIP ON IT SPEND?**

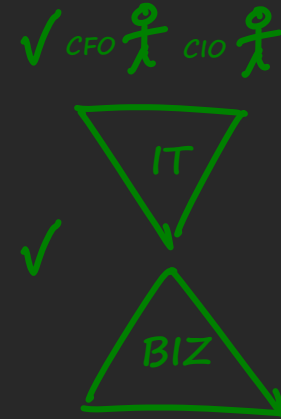
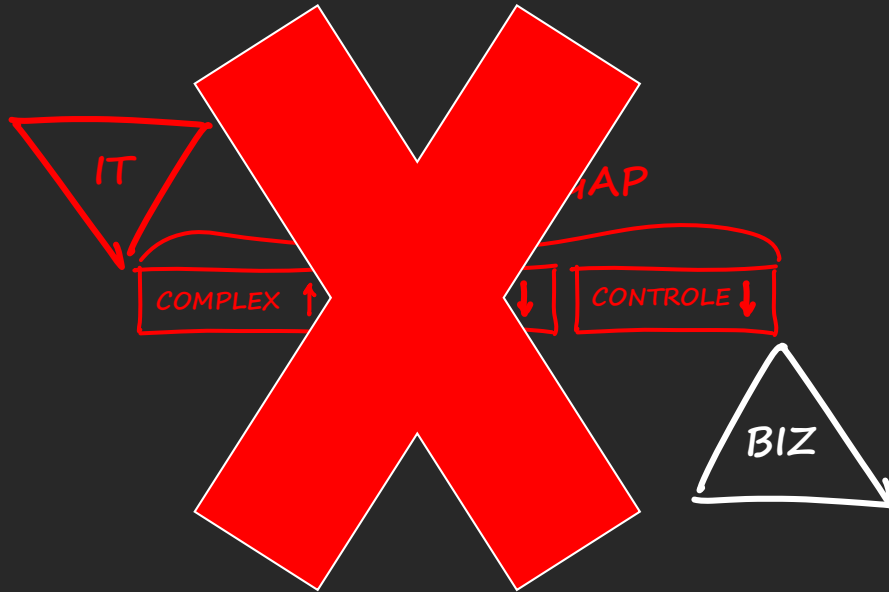
# DISRUPTION GAP



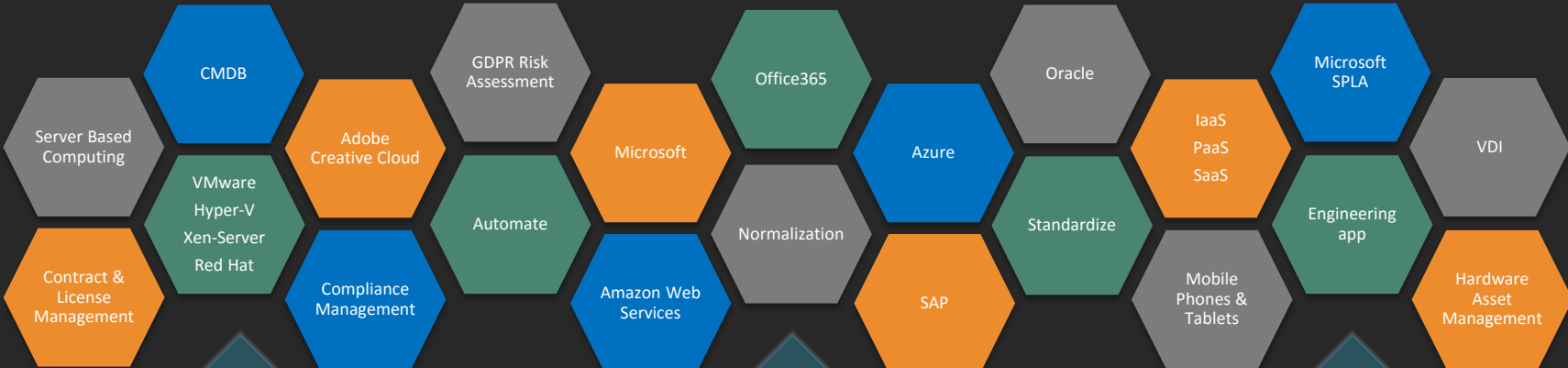
# CLOSE THE DISRUPTION GAP



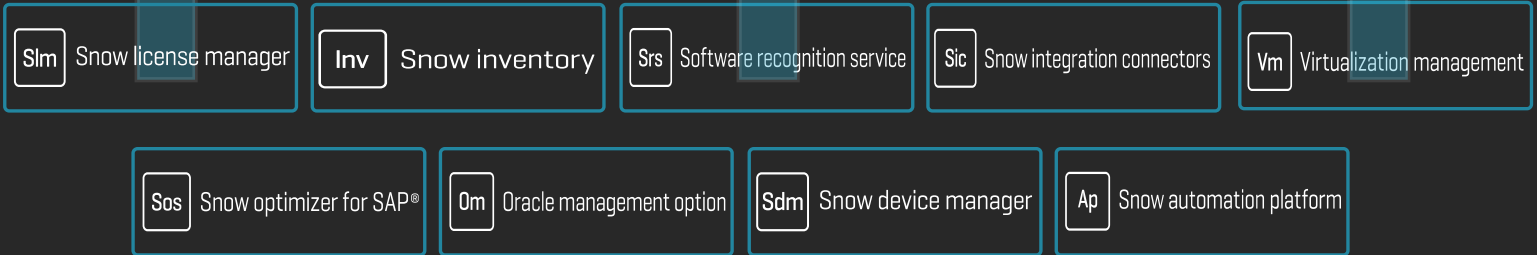
# ALIGN IT & THE BUSINESS

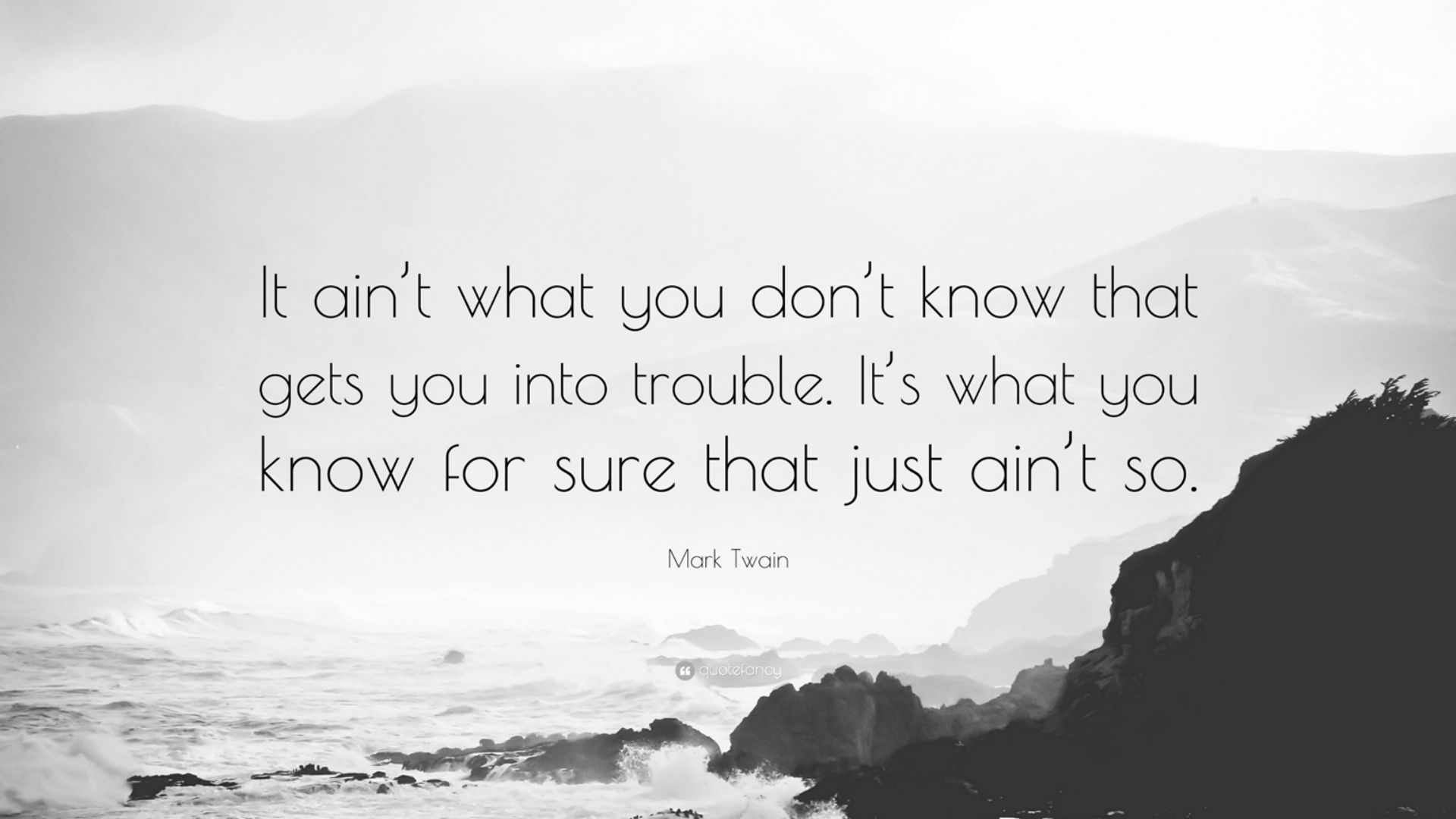


# OUR SOLUTIONS ARE YOUR ADDED VALUE'S



Snow Software Platform creates Business Value's





It ain't what you don't know that gets you into trouble. It's what you know for sure that just ain't so.

Mark Twain

“ quote fancy ”

# THE PERSPECTIVE OF SAM IS CHANGING

It's not only about clients and servers

And it's more to it, than knowing what's consumed

TRANSPARENCY

Datacenter

Mobile

IaaS

CONTROL

Client

ITAM

SaaS

OPTIMIZATION

Data Intelligence

Indirect usage

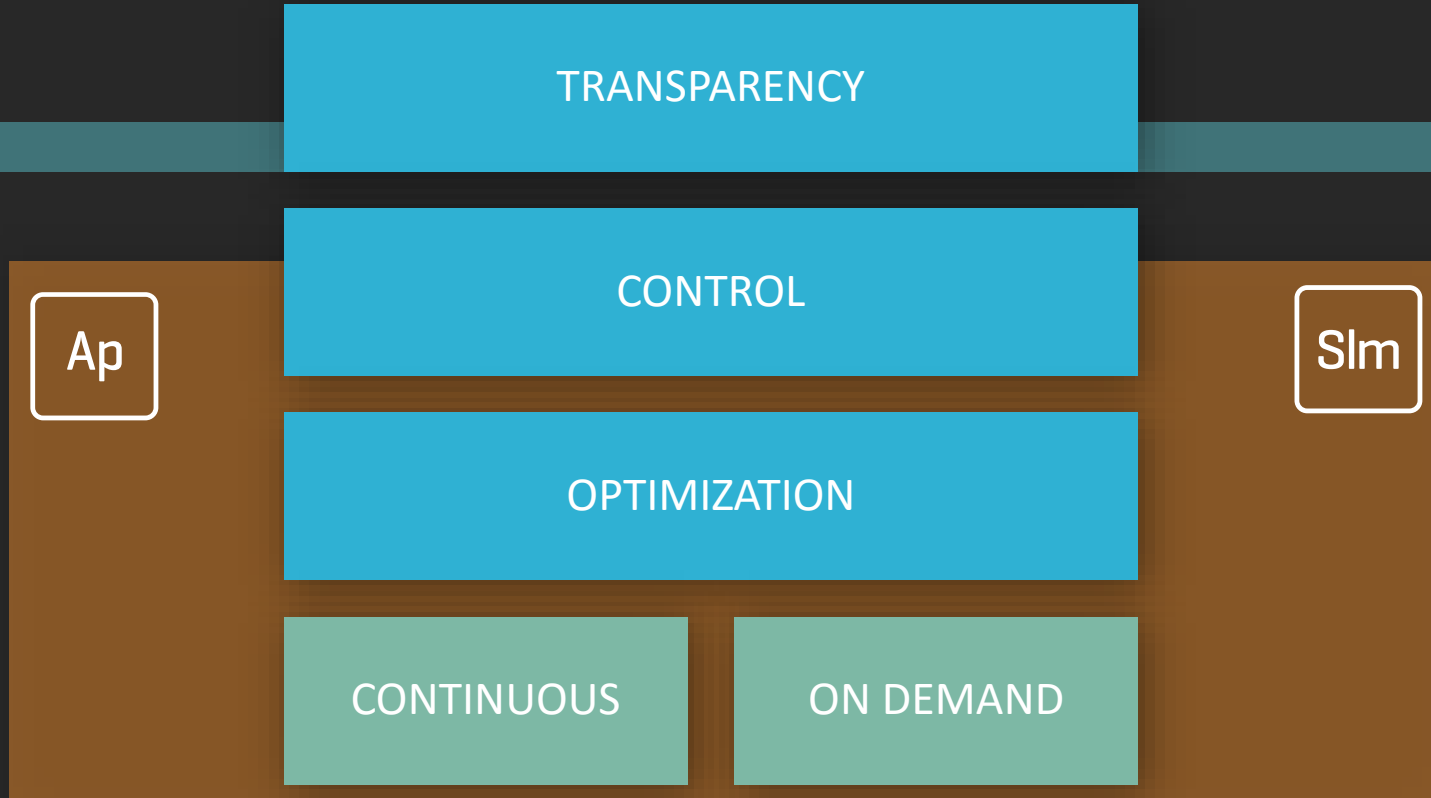
PaaS

PROCESS

PEOPLE

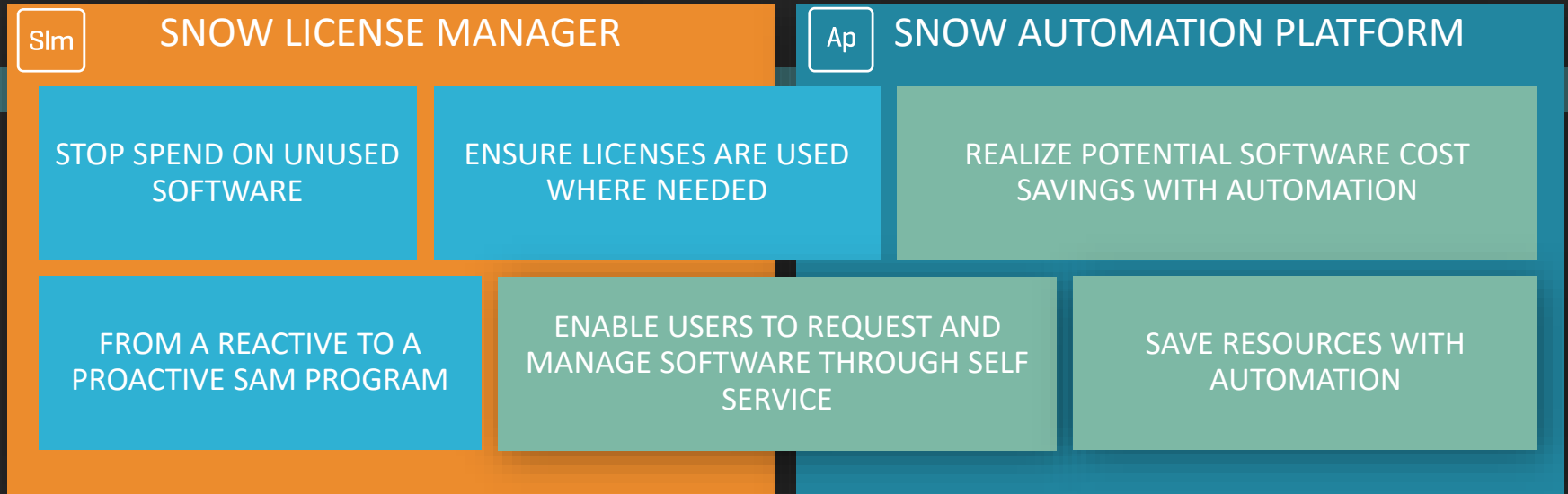
TECHNOLOGY





# SAM AUTOMATION

Standardize – Automate – Optimize



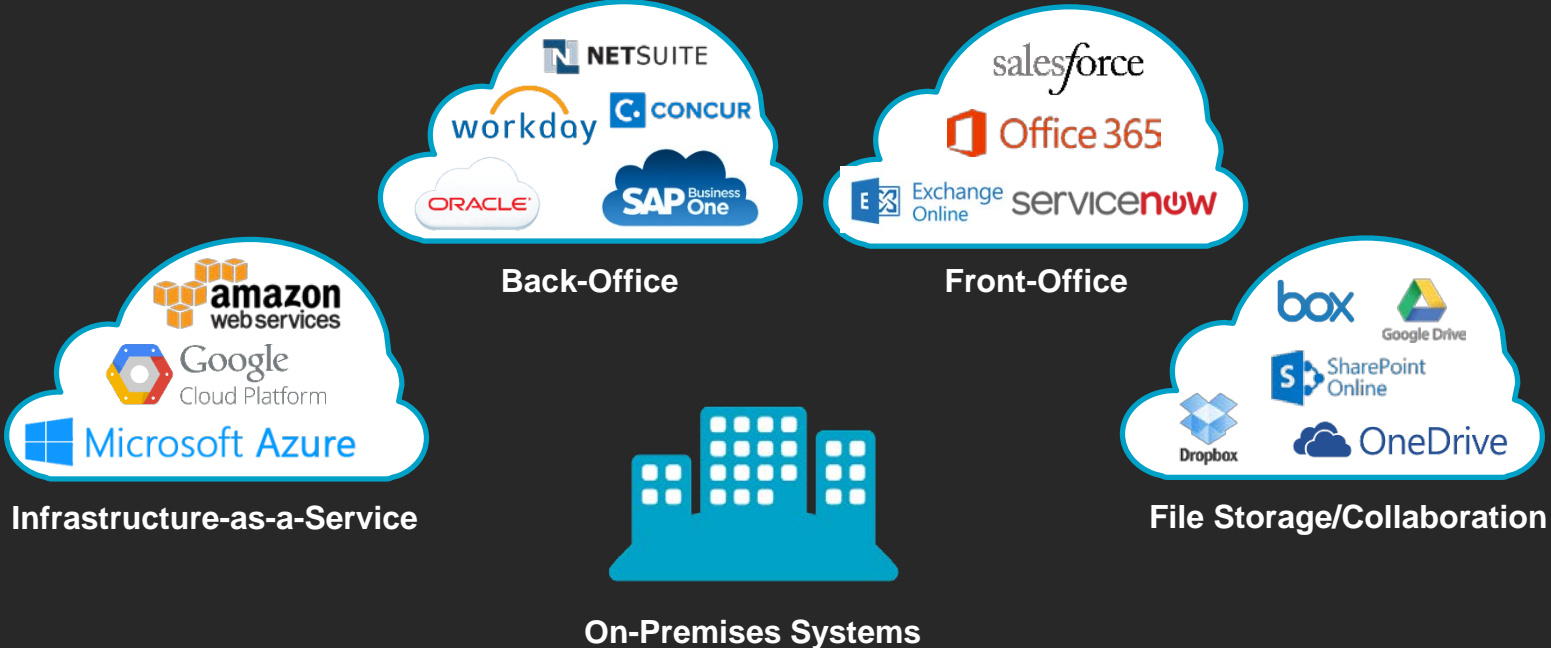
# THE ART OF THE POSSIBLE



“By 2020, 40% of apps will need fundamental SAM focus on cost containment, not compliance”



# CORE ON-PREMISES SYSTEMS & DRAP PARAVISIONS



# USE CASE #1: MANUAL PROCESSES

## CHALLENGE

Despite being a SaaS application, Office 365 still requires significant resources to manage. I need automated processes to add new users, reassign licenses and select the correct subscription plan; manual processes are inaccurate and time consuming.

## FEATURE BENEFITS

- Automated and approval-driven workflows
- Self-service access request, time-limited access to expensive services
  - Ex: Project 365, Visio 365 and PowerBI Pro
- Harvest and reassign licenses
- Automatically shift users to lower cost plans based on usage information
- Fully customizable to fit customer's needs



## USE CASE #2: VIRTUAL SPRAWL

### CHALLENGE

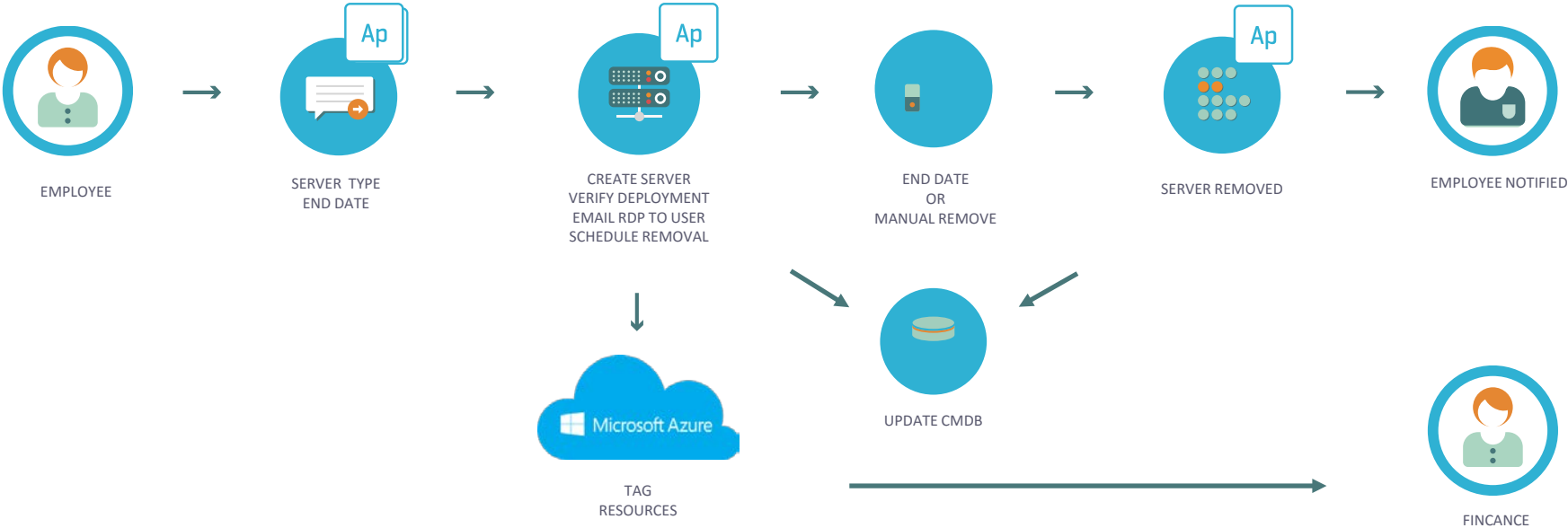
Virtualization sprawl occurs when the number of **virtual machines** (VMs) on a network and in an external datacenter reaches a point where the administrator can no longer **manage them effectively**.

### FEATURE BENEFITS

- Automated removal of unused VMs in the network, in Azure or in AWS
- Self-service access to request new VMs for specific services
- Manage complex server licensing like Microsoft SQL, Oracle and IBM
- Manage the relationship between physical and virtual resources
- Visibility on applications and products running on IaaS, SaaS or PaaS services.



# CLOUD PROVISIONING





VRAGEN?

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