



# KPMG and Flexera Software

## Software asset management and license optimization



## Managed services to help maximize the potential benefits of FlexNet Manager Suite for Enterprises

Successful organizations recognize the cost, risk, and performance advantages of software asset management (SAM) and license optimization. However, they have found that effective SAM often involves extremely complex software license agreements, license models and product use rights, highly dynamic virtualized environments, and globally distributed organizations. They also recognize that their own in-house resources might not have the time, training, and expertise to meet these challenges.

KPMG LLP (KPMG) has invested in a team of specialized software license management professionals who understand licensing metrics, system integrations, and SAM processes. This skilled resource pool possesses deep technical and functional skills and can successfully identify areas of significant cost savings.

KPMG, along with Flexera Software, provides a range of managed services that support Flexera Software's industry-leading solutions for software asset management—FlexNet Manager Suite for Enterprises.

### Three service levels for different needs

Flexera Software and KPMG's managed services offer a broad set of IT asset management and license optimization services across three service levels:

**Inventory service:** An entry-level managed service for asset inventory and data normalization that provides organizations with visibility and control of software installs across the customer's IT environment.

By knowing what is installed in the environment, organizations can improve efficiency and reduce costs by, for example, consolidating vendors and applications. Consolidation allows organizations to increase volume discounts and reduce help desk costs associated with software support by decreasing the number of redundant applications.

**License management service:** An intermediate-level offering that supports the general management of commercial software products, plus all inventory service components.

By understanding their license positions, organizations can monitor their software license position and reduce the risk of noncompliance from software audits. As a result, they can reduce any unbudgeted true-up costs and negotiate with vendors from a position of strength.

**Optimization service:** A broad service that includes inventory and licensing services plus software license optimization for selected key vendors such as Microsoft, Adobe, IBM, Oracle, SAP, and Symantec.

Optimization service involves a further level of license management that takes into account software installations and usage reconciled against the specific provisions (product use rights) contained in the license agreement. Organizations that optimize their software estates can expect to gain a high return on investment while optimizing ongoing costs for software.

## Potential client benefits

Service level 1	Service level 2	Service level 3
<b>Inventory service:</b> <ul style="list-style-type: none"> <li>— Software asset visibility, with reporting on all commercial software discovered in the environment</li> <li>— Data normalization to support a consistent view of assets in terms of software publisher, title, version, and edition</li> <li>— Monthly compliance reports that offer detailed insight into current installations and configurations to identify areas where there may be potential license exposure</li> </ul>	<b>License management service:</b> <ul style="list-style-type: none"> <li>— Software asset visibility, with reporting on all commercial software discovered in the environment</li> <li>— Data normalization to support a consistent view of assets in terms of software publisher, title, version, and edition</li> <li>— Monthly compliance reports that offer detailed insight into current installations and configurations to identify areas where system performance can be improved</li> <li>— Monthly license consumption and software license compliance reports</li> <li>— Monthly report of unlicensed applications that have an install count but do not have an allocated license</li> </ul>	<b>Optimization service:</b> <ul style="list-style-type: none"> <li>— Software asset visibility, with reporting on all commercial software discovered in the environment</li> <li>— Data normalization to support a consistent view of assets in terms of software publisher, title, version, and edition</li> <li>— Monthly compliance reports that offer detailed insight into current installations and configurations to identify areas where system performance can be improved</li> <li>— Monthly license consumption and software license compliance reports</li> <li>— Monthly report of unlicensed applications that have a non-zero install count but do not have an allocated license</li> <li>— Monthly license optimization reporting that includes a general license consumption count, license entitlement, savings achieved via software license optimization, and an optimized license position</li> </ul>




## 2 KPMG and Flexera Software Managed Services


KPMG and Flexera Software

Together, KPMG and Flexera Software are helping companies to optimize application usage and increase the business value they gain from their software investment. Because we approach managed services with a common goal, our clients have the advantage of working with a unified team. Based on this approach, KPMG and Flexera Software can point to a growing portfolio of successful client engagements, strong references, and case studies.


Why KPMG?




Flexera partner of the year 2014 and 2015




On-demand license professionals for audit assistance




KPMG a global SAM footprint with offshore capabilities



300+ license asset management practitioners worldwide



Certified Flexera implementation professionals



Multiple service offerings

Helping our client succeed

A large media client needed help managing their FlexNet Manager Platform. KPMG created a plan to assist them with license management, from processing purchase orders to keeping the adapters and inventory up and running.

KPMG began managing their Flexera instance as well as creating monthly reports and providing recommendations within their environment. The reports provided visibility into inventory, applications, and consumption, which helped the client find areas for savings and allowed them to identify any gaps before they presented a compliance risk. Our recommendations helped them reduce spend by optimizing their use of FlexNet and applying further product use rights for a more enhanced consumption rate of license entitlements.

This beneficial relationship has allowed the client to focus on running their business more successfully, while having the confidence in KPMG to manage their Flexera instance and help them prepare for true ups, monthly reporting, and audits.

Some or all of the services described herein may not be permissible for KPMG audit clients and their affiliates.

#### **Talk with KPMG**

If your organization needs to develop, refine, or revamp its existing SAP software management process and governance, KPMG and Flexera Software can help.

[kpmg.com/us/flexera](http://kpmg.com/us/flexera)  
[kpmg.com/socialmedia](http://kpmg.com/socialmedia)



For more information please visit [www.kpmg.com/us/flexerasoftware](http://www.kpmg.com/us/flexerasoftware) or contact:

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