

Flexera Connect July 03-04, 2019

# SAM Hybrid Experience with T-Systems



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**T · Systems** · Let's power  
higher performance



# 1 Markettrends

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## 2 Hybrid SAMrequirements

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## 3 Hybrid SAMcustomer success

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## 4 End to end SAMservices

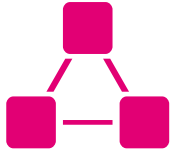
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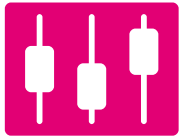


To achieve true  
digitization means ...

...everything is  
**connected**



...everything is  
**dynamic**



...everything happens  
**simultaneously**

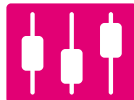


# What really counts in business

Services have to be ...

## ... flexible

- On service content
- On pricing model
- On infrastructure
- On locations



## ... agile

- On support business needs
- On new developments
- On off and onboarding
- On following the customer



## ... reliable

- On reaching SLA's and KPI's
- On zero outage
- On security needs
- On best business support



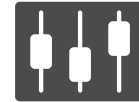


# REQUIREMENTS

- Keep the engine running
- Innovativeness
- Ambidexterity (efficient & flexible)



Stability/  
Efficiency



Speed/  
Flexibility



Compliance



Security



Ease

Budget ⚡

Complexity ⚡

Keep the **old**  
**world** running

Makethe **new**  
**world** possible

On  
Premise

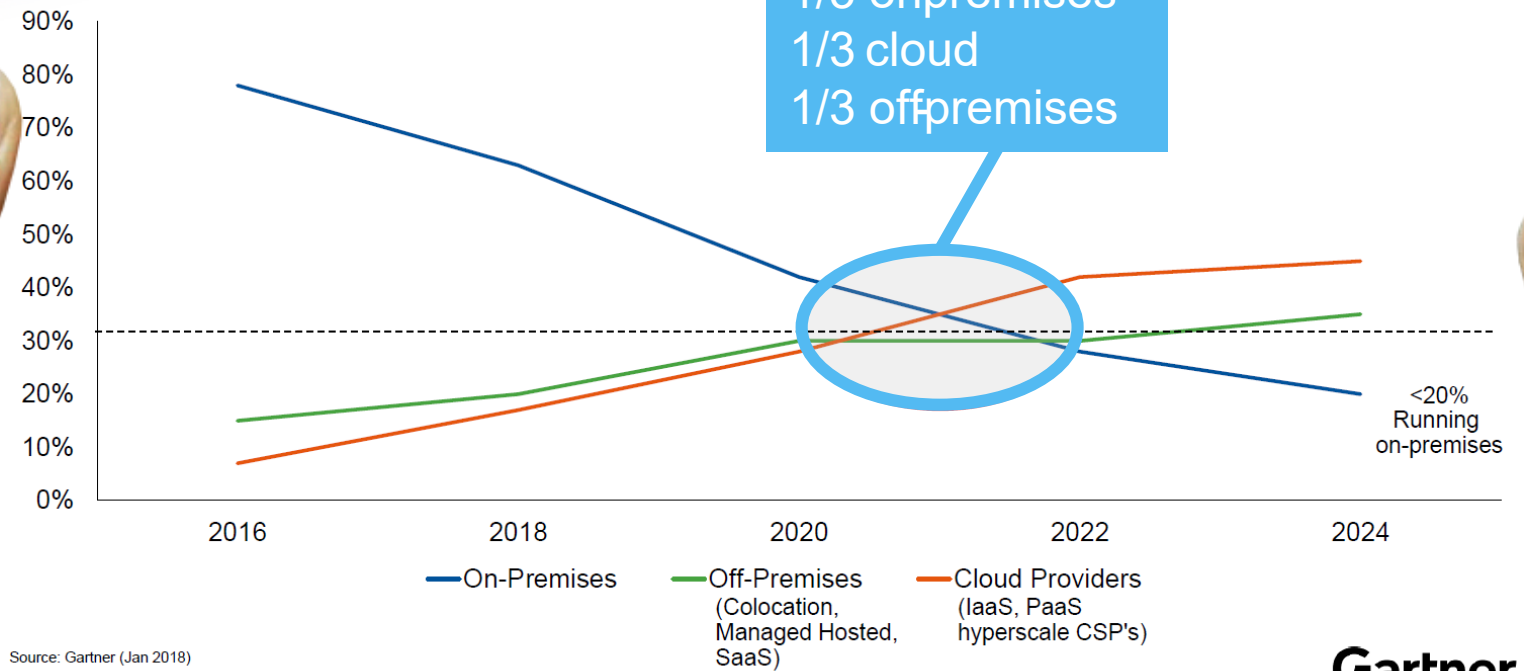
Private  
Cloud

Public  
Cloud

Control  
Bimodal IT

Control  
Hybrid/MultiCloud

# Where are new workloads going?



Source: Gartner (Jan 2018)

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**Gartner**

# Hybrid SAM requirements

	On Premise Classic Computing	On Premise Virtual Farms	IaaS (Infrastructure as a Service)	PaaS (Platform as a Service)	SaaS (Software as a Service)
to be licensed	Application	Application	Application	Application	Application
	Data	Data	Data	Data	Data
	Runtime	Runtime	Runtime	Runtime	Runtime
	Middleware	Middleware	Middleware	Middleware	Middleware
	OS	OS	OS	OS	OS
Basis for licensing		Virtualization	Virtualization	Virtualization	Virtualization
	Server	Server	Server	Server	Server
	Storage	Storage	Storage	Storage	Storage
	Networking	Networking	Networking	Networking	Networking

- Control of License base data
- License provisioning

- switch from technical to commercial SAM
- TCO comparability

- Capture Volatility

- Data gathering

Increasing complexity in SAM



# SAM Customer Success Story

International customer

Datacenters in North and South America, Europe, Asia

Locations all over the world

SAM organisation in Asia

>3.500 server systems

>40.000 clients

1 central Flexera system

Flexera operation centrally in Europe

Connection to SCCM

Scan of classic and virtualized servers & systems

Scan of classic and virtualized servers of other providers and cloud

Scan of Azure environment of customer

Implementation in 9 months, operation since 3 years

## Our Hybrid@Scale services deliver against ...

### Cost



- Cheapest platform per application
- Continuous cost savings

### Speed



- Automation
- Rapid Deployment
- Autoscale

### Flexibility



- Scale up and down
- Compatible with other cloud platforms

### Management

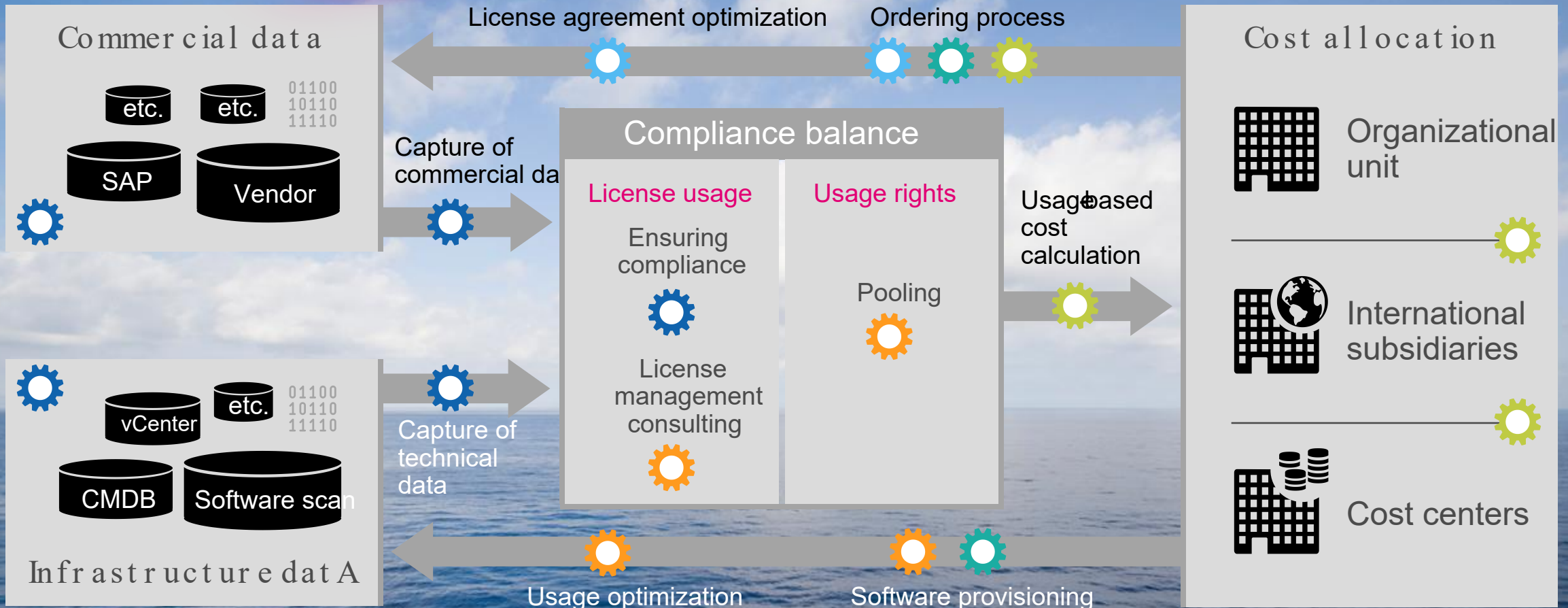


- Single view-look & feel
- Same processes and procedures
- Continuous enhancement



# End to End Hybrid Software Asset Management

- Basic services
- Optimization services
- Cost allocation services
- Procurement services
- Software resale service



# Our offer Software Asset Management hybrid







Thank you!

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Questions?





# End to End Hybrid Software Asset Management

## Must-haves

### Basic Services

Data capture and reporting:  
Collection and reporting of  
license-related business and  
technical data

Creation of compliance  
balance:  
Creation of a compliance  
balance showing software  
installations against purchased  
licenses (entitlements)

## Add-ons

### Optimization Services

Optimization and minimization of licensing  
based on actual usage

### Cost allocation Services

Usage-based allocation of licensing costs  
to internal departments and units

### Procurement services

Purchase of licenses on behalf of and to  
the account of the customer

### Software resale service

License purchases through systems,  
leveraging its attractive volume discounts

# Overview Hybrid Application Services

