



Software Benchmark Assessment

Service Description

Our Software Benchmark Assessment is an easy and cost-effective way to receive a detailed assessment comparing your data center software costs with target software costs among data centers of similar size. Your software pricing data is compared to average software pricing and “best in class” pricing from GreenBookSM our Software Intelligence Database. This detailed comparison and ranking is a crucial element necessary to the success of all software asset management teams.

Key Benefits

- This service provides a comparison of your company with companies that are implementing best practices.
- The Software Benchmark Assessment is easy for you to initiate with our data collection package.
- Your software portfolio is completely organized and cataloged to help with future decision making.
- The Software Benchmark Assessment helps you strategically manage your data center software portfolio and identify key areas to focus on for cost reduction.
- This service helps identify cost-saving opportunities, specific vendor contract issues, and recommendations for those contract issues.
- Our service helps you understand and implement SAM best practices.
- Our Software Benchmark Assessment helps move your company toward “best in class” status among data centers of similar size for software pricing.



Collecting Your Data for Analysis

We begin by helping you collect software pricing data and load it into GreenBookSM. We collect your IBM and Independent Software Vendors (ISV) software data quickly and efficiently using our software data collection package. Specific company information is kept in the strictest confidence. ISAM’s GreenBookSM has software pricing data from data centers of various sizes (total MIPS) and which represent all industries. Our database is the largest and most comprehensive in the software asset management industry, and we have developed multiple applications to help clients reduce expenses and manage software assets.

Why guess when you can know.

Our Process

- ISAM provides a software data collection package with easy instructions.
- Your software portfolio is fully cataloged in a helpful format.
- We prepare a customized analysis that contains both qualitative and quantitative information.

Service Deliverables

- We give you a comparison of your company's software pricing with others in the industry that are of a similar data center size and clearly identify target software costs.
- ISAM provides specific recommendations for cost reduction and vendor management based on the quantitative and qualitative analyses.
- Our report also offers suggestions for SAM best practices and long-term saving strategies.
- We provide tools to move your company toward "Best in Class" status for IBM and ISV software pricing.

Project Timeline

Once the data is received, it generally takes about four weeks (less if requested) to produce the Software Benchmark Assessment.

Our Experts

The ISAM team is made up of professionals with success in software asset management. Our team members have financial, software pricing, database, and data center management expertise, and they all provide excellent customer service.

Additional Information

The Software Benchmark Assessment contains several helpful data comparisons. For example, the unit cost benchmark analysis uses total unit cost, functional unit cost, and vendor unit cost. Also, the product count benchmark uses total count, functional count, and vendor count. The analyses in our Software Benchmark Assessment are the first steps to identify and implement millions in savings.

