Do you really know what software licenses your organization is entitled to deploy? Are you concerned you may be over spending or may potentially be audited?
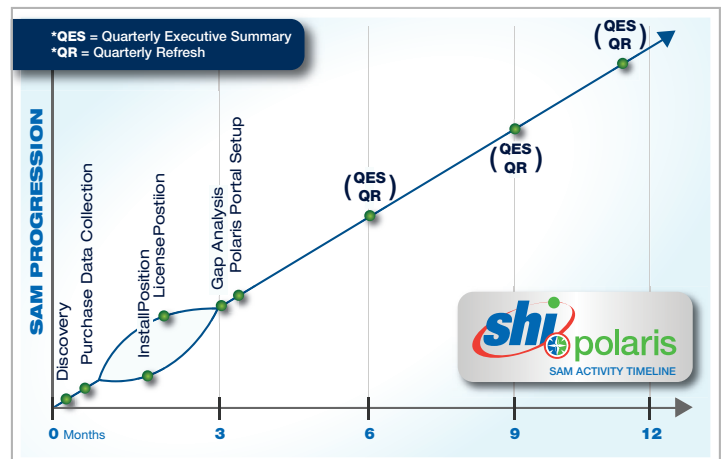
Let SHI's Polaris Software Asset Management (SAM) Managed Services help your organization establish a best-practice SAM process and optimize your software investments for continuous software compliance and cost savings. SHI has the software knowledge and expertise to bring together the best software tools, people and best practice approach to provide organizations with sustainable solutions to reduce compliance issues and software IT costs.

Exclusive to SHI, Polaris Managed Services combines:

- 22+ years of volume license expertise supporting the world's most complex IT environments
- Customized discovery tools and connectors
- Sharing and implementation of industry best practices
- Dedicated SAM License Analysts and Discovery Engineers

Polaris Managed Services Scope

- Annual and multi-year Polaris SAM Service options
- SAM Discovery tools and Connectors provided
- Management of multiple software publishers
- Quarterly Executive SAM summary and review
- Access to a secure, customized Polaris Web Portal

Polaris SAM Deliverables

Quarterly inventory refresh and InstallPosition – The InstallPosition provides information to help your organization understand what software is deployed, where it is deployed, and whether it is licensable. Using SHI's **Polaris Discovery** and/or **Polaris Connect** tools, customers can feed inventory into the SHI Polaris system for quarterly refreshes of inventory. SHI will de-duplicate, clean and normalize the inventory data, then publish the updated information to the secure **Polaris Web Portal** or download it in standard file format.

Quarterly license refresh and LicensePosition - The LicensePosition provides information to help your organization understand what software they are entitled to deploy. Each quarter, SHI will import purchase data from SHI's order management system, the customer and/or software publishers (when possible) and load it into the Polaris system. Maintenance expirations, upgrades, box copy/OEM limitations, etc., will be considered in calculating your software license entitlements. The LicensePosition will be published to the secure Polaris Portal or available for download.

Quarterly reconciliation and GapAnalysis – The GapAnalysis is an actionable report that can provide information to help your organization understand their compliance position, address surplus license issues and/or license deficits. The SHI Polaris team bring the InstallPosition together with the LicensePosition and apply the appropriate entitlement rights to develop the GapAnalysis.

Quarterly Executive SAM Summary - Each quarter, SHI's Polaris team will provide an Executive SAM Summary that includes:

- A GapAnalysis report for each publisher in scope
- A guided review of SAM deliverables in the Polaris Web Portal
- Sharing of SAM best practices
- Identification of ROI opportunities and recommendations for cost avoidance
- Recommendations for Compliance Risk Reduction

Polaris Advantages

Audit Readiness - A compliance audit-gone-bad can leave customers with unbudgeted license fees, penalties and a potential PR nightmare. Meanwhile, employees scramble to gather and make sense of license/asset information under unreasonable timelines.

SHI **SAM Managed Services** provides your organization with a transparent and repeatable process. In the event of an audit, your organization can feel confident with its software estate and have the information to respond promptly, efficiently and with confidence.

SHI Managed Service – SHI will provide the systems, volume license expertise and data management necessary to identify installed software, hardware and license entitlements on behalf of your organization including:

License expertise – In today's IT environment, software publishers' products use rights, program rules and contracts are in a state of flux. In order to keep up with the changes, it is important to have an army of license expertise readily available. SHI's 22 plus years of award-winning volume license expertise can guide you with the information needed to manage maintenance expirations, upgrades, promotions, product acquisitions and all other software events.

Polaris Portal – Software Asset and management reports are all accessible through the **Polaris Web Portal.** These online reports can be filtered, sorted and downloaded with ease.

Automatic loading of procurement data - All software purchases are automatically loaded into the Software Asset Management system. Data feeds in the proper formats from other sources (publishers, other resellers, etc.) can be easily incorporated with proper customer authorization. Entitlements will be analyzed and published quarterly.

Automated inventory connectors and tools - SHI's **Polaris Connect** tool can connect to your existing software inventory management system without any impact to your network or users. This connector pulls data and uploads it to SHI through an encrypted and secure FTP. The process can be scheduled to run automatically so almost no operational support is needed. SHI will also provide discovery tools to collect software inventory from machines that are not covered by your current tools.

License Allocation & Redeployment Service (LARS) - Surplus licenses identified in the Polaris software asset management process can be redeployed using SHI's License Allocation & Redeployment Service (LARS)for increased cost savings. This service can be integrated into SHI's e-commerce procurement system for a complete solution.

Continual SAM improvement - All software asset and entitlement information is compiled, analyzed and published in a quarterly SAM report. The report focuses on changes, trends and recommendations for the SAM process. In addition to providing actionable management information, this report is the foundation for continual improvement of SAM processes and deriving its full value.

Privacy and Confidentiality

All information collected through any of SHI's SAM services (Polaris Discovery, Polaris Connect, Polaris LicensePosition, Polaris InstallPosition, and Polaris GapAnalysis) is used solely to provide SHI's customers with a unique perspective on their own software asset management processes, controls and capabilities.

All information collected as part of these processes is understood to be the customer's confidential information and will not be shared with software publishers or other third parties without explicit permission and agreement from both the customer and SHI.

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Contact Us: **877-999-7301** or **polaris@shi.com**