



MI PRESENTO

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ABOUT ME



Jary Busato

Head of SAM Department,
NETCOM

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– Profile –

Since 2006, Jary supports enterprises in IT projects, improving the technical performance and reducing operating costs. In the last seven years he focused on SAM area, working on Software License Compliance and Optimization projects especially related to Microsoft, SAP, Oracle and engineering technologies.

A process-driven approach mixed with a deep technical background that enable filling the gap between people, needs and technology.

– Education –

- Master degree in Computer Science, University of Padua
- ITIL Expert – PRINCE2 Practitioner
- MBA Candidate, Fondazione CUOA

– Experience –

More than 10 years of experience in enterprises IT projects, focusing on inventory and asset management through different framework and tools.

Project leader for more than 100 baseline and license optimization projects, aiding various organization worldwide with the ever-present challenges of Software Asset Management.

Deep understanding of Vendor license programs, metrics, and terms and conditions.

License Benchmarking: compare alternative licensing models against licensing arrangements proposed by the Vendors and/or their Business Partners.

Reviewing and benchmarking of license contracts, entitlements and based on industry common practices, global best practices and international experience.

Coaching and support in preparing for contract negotiation and alignment with future trends.

Assessment, design and implementation of Software Asset Management process based on ISO/IEC 19770:2012 and outline activities and initiatives necessary to achieve the SAM vision and goals

As head of NETCOM SAM Department, he coordinates the SAM consultancy team.

AGENDA



- About me
- Introduzione al Software Asset Management
- Perché esiste il SAM?
- Un caso di studio
- ISO/IEC in ambito SAM
- Q&A

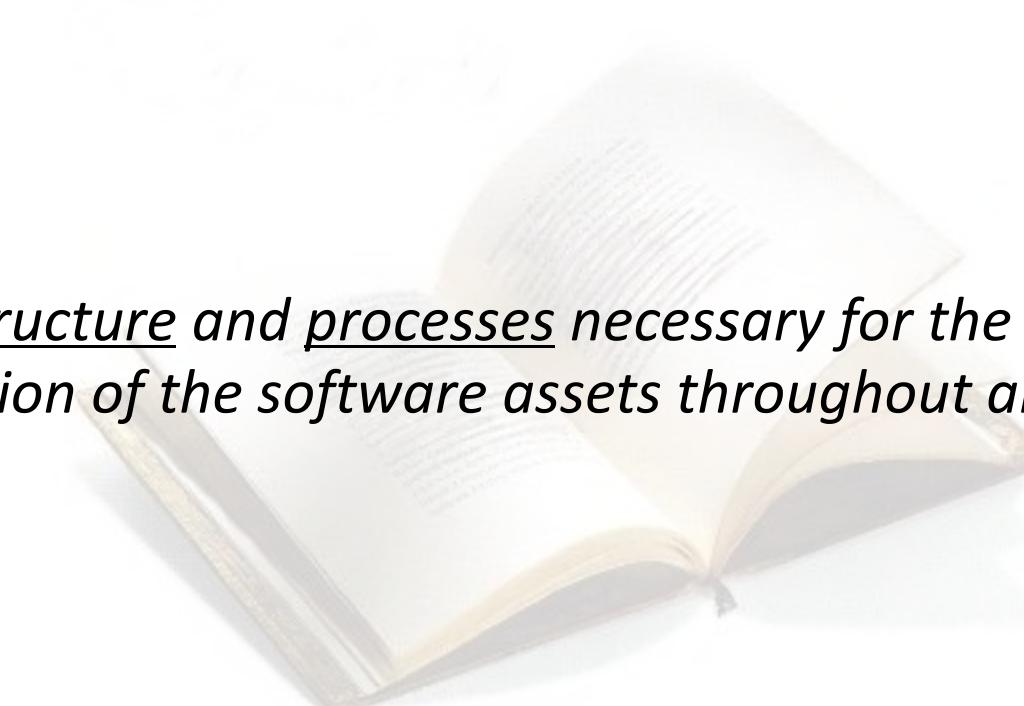


SOFTWARE ASSET MANAGEMENT

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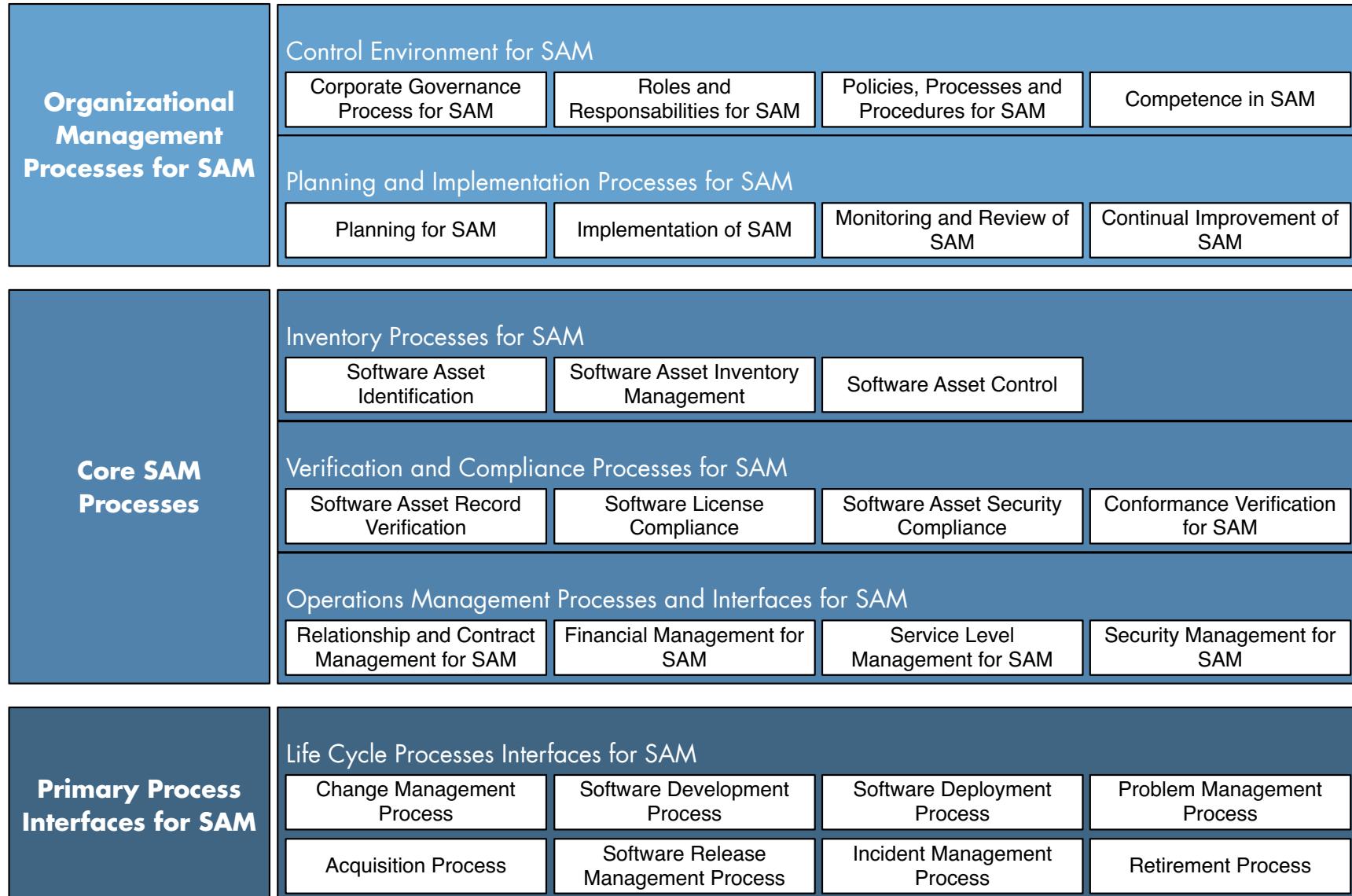
“all of the infrastructure and processes necessary for the effective management, control and protection of the software assets throughout all stages of their lifecycle”



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QUINDI...







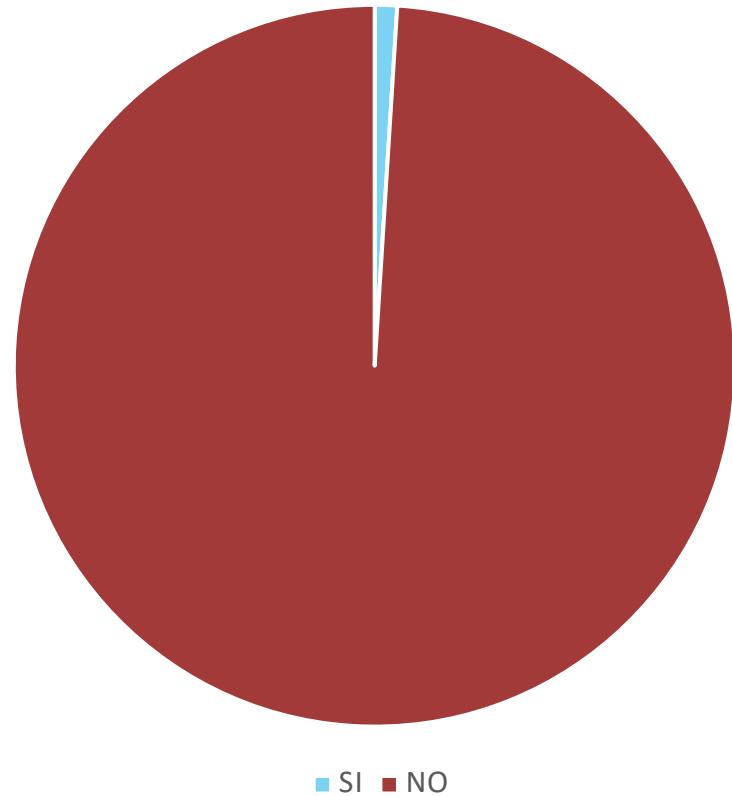
MA PARTIAMO DALL'INIZIO

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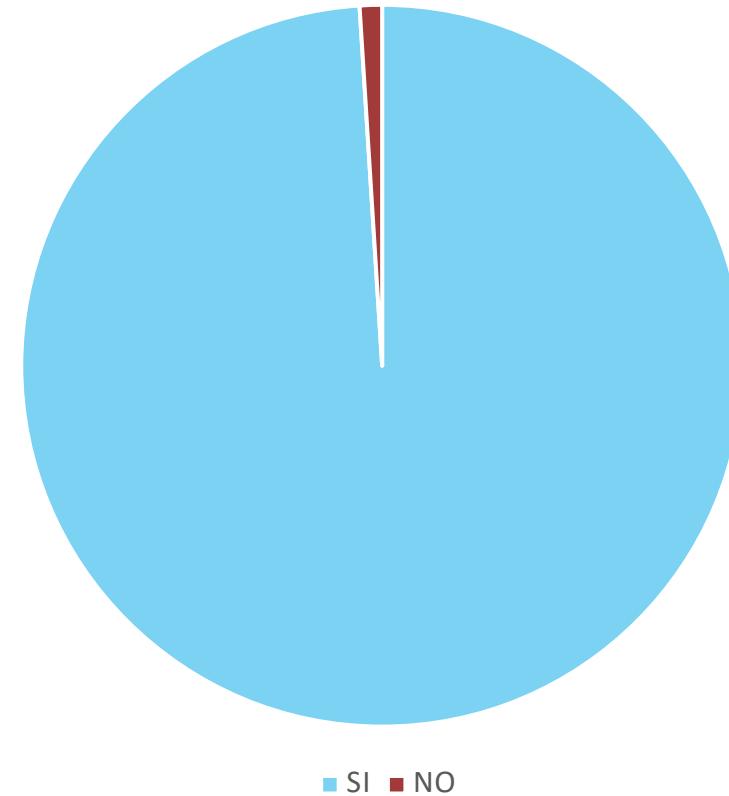
LE SFIDE NEL SAM (1)



Hai letto le condizioni contrattuali?



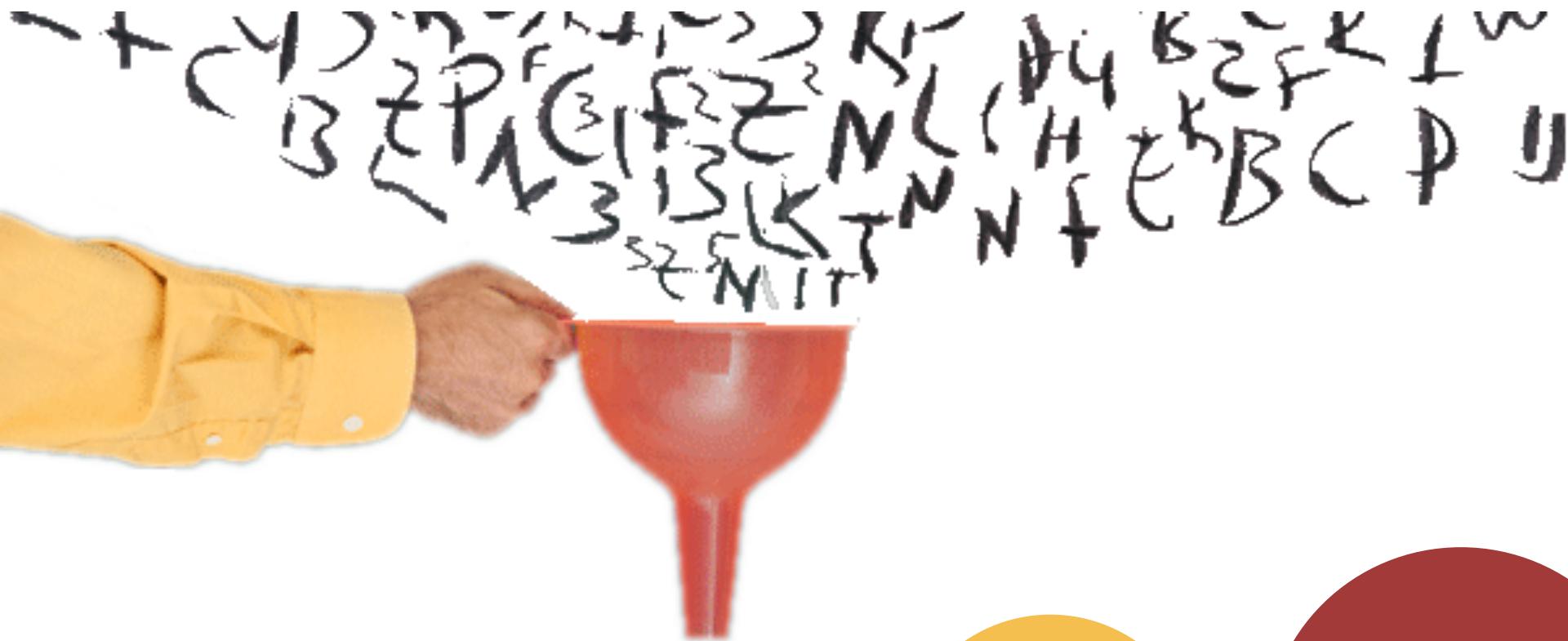
Accetti le condizioni contrattuali?



LE SFIDE NEL SAM (2)



LE SFIDE NEL SAM (3)



1. Stabilire
l'effettivo
installato

2.
Tracciare i
contratti e
le licenze
acquistate

3.
Tradurre
l'acquistato in
diritti d'uso

DIRITTI, NON SOFTWARE

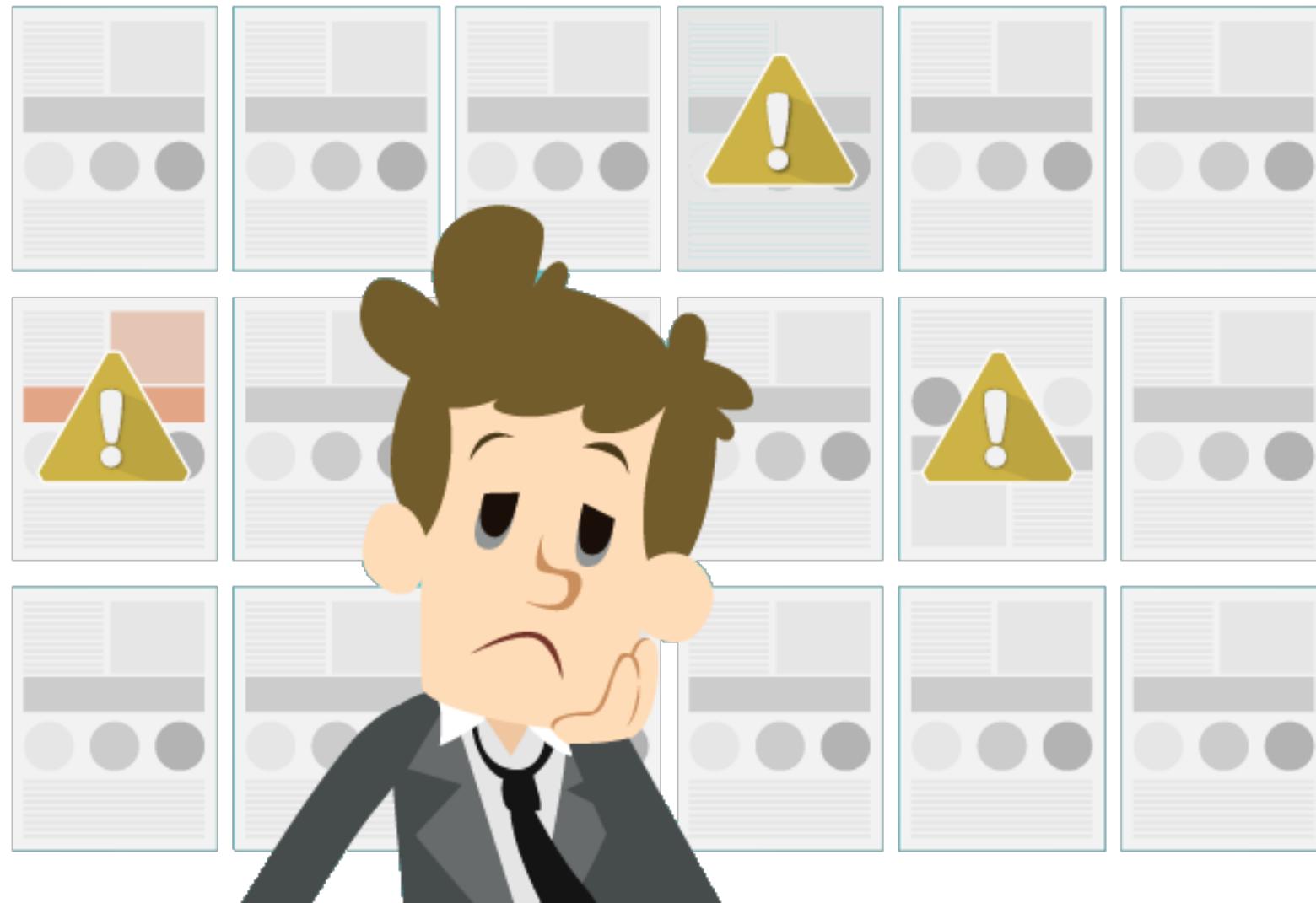




UN ESEMPIO?

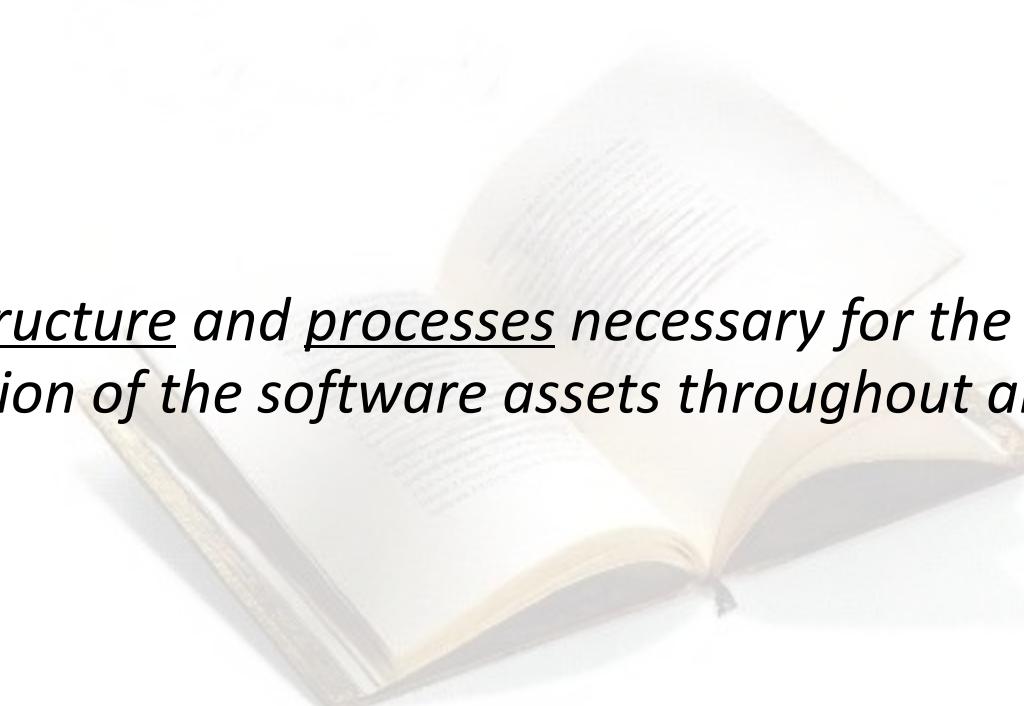


UN ESEMPIO?





“all of the infrastructure and processes necessary for the effective management, control and protection of the software assets throughout all stages of their lifecycle”



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PERCHÉ?



RISCHI LEGALI E NORMATIVI

Legati a quanto previsto dalla Legge sul Diritto d'Autore 248/2000, D. Lgs. 231/2001 ex legge 99/2009



RIDUZIONE DEI COSTI

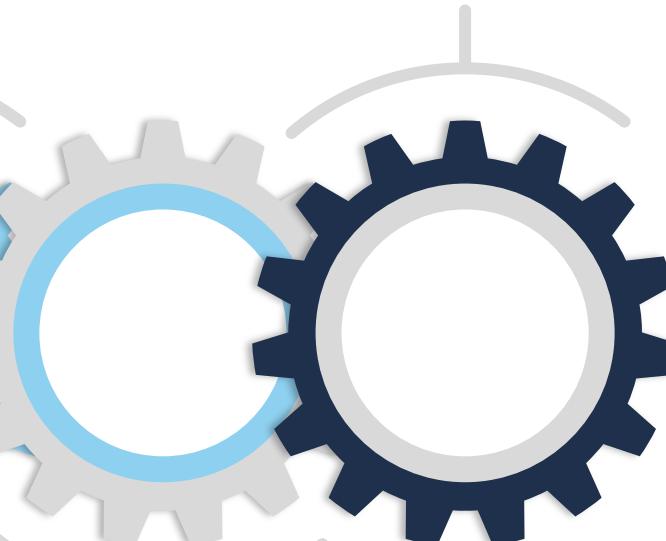
Un programma SAM maturo a regime può consentire saving sulla manutenzione software annuale fino al 30%

SAVING



GOVERNANCE DEGLI ASSET

Evoluzione del modello di gestione e controllo degli asset software lungo il ciclo di vita



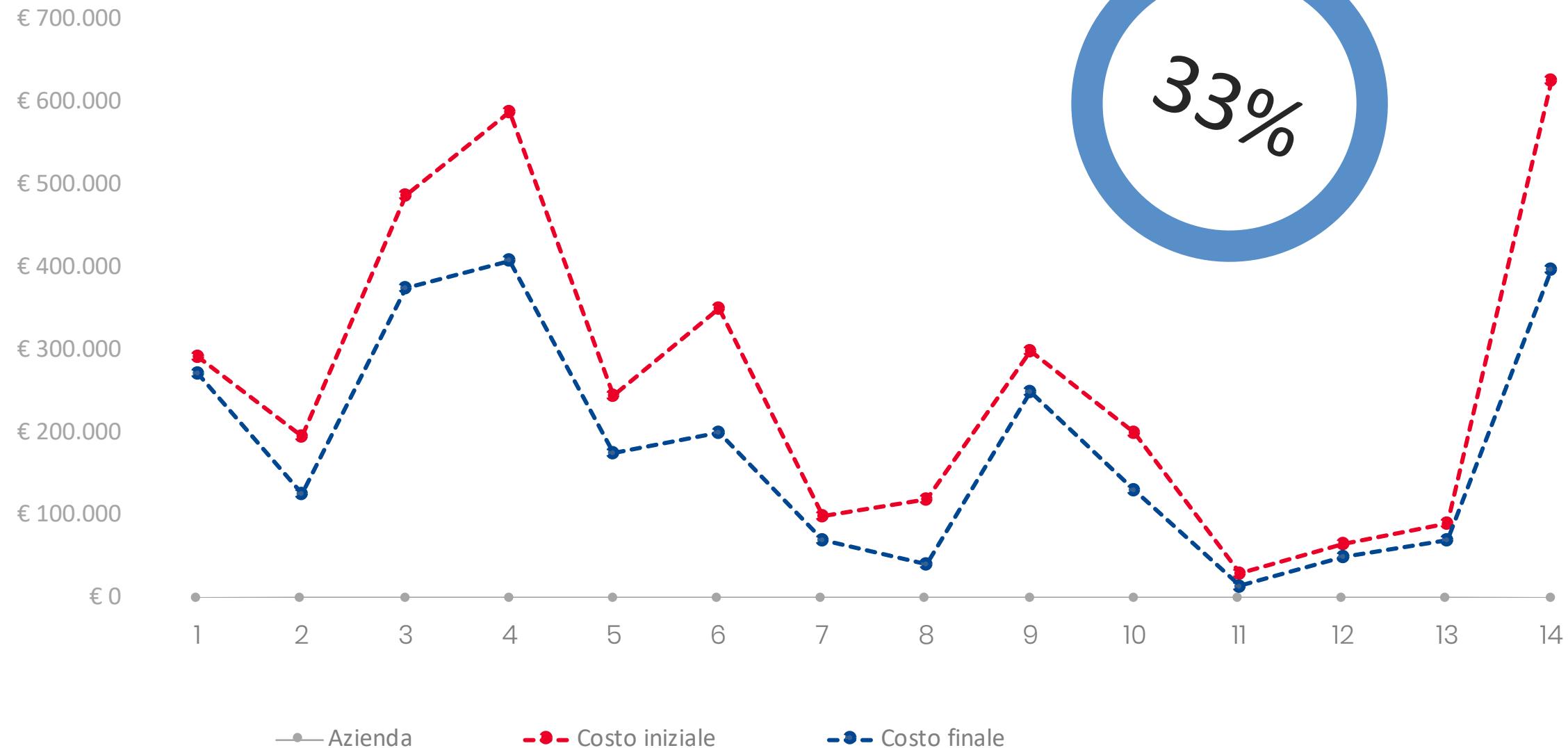
SOFTWARE AUDIT COMPLIANCE

Gli analisti osservano un trend in aumento degli audit delle licenze richiesti dai SW vendor

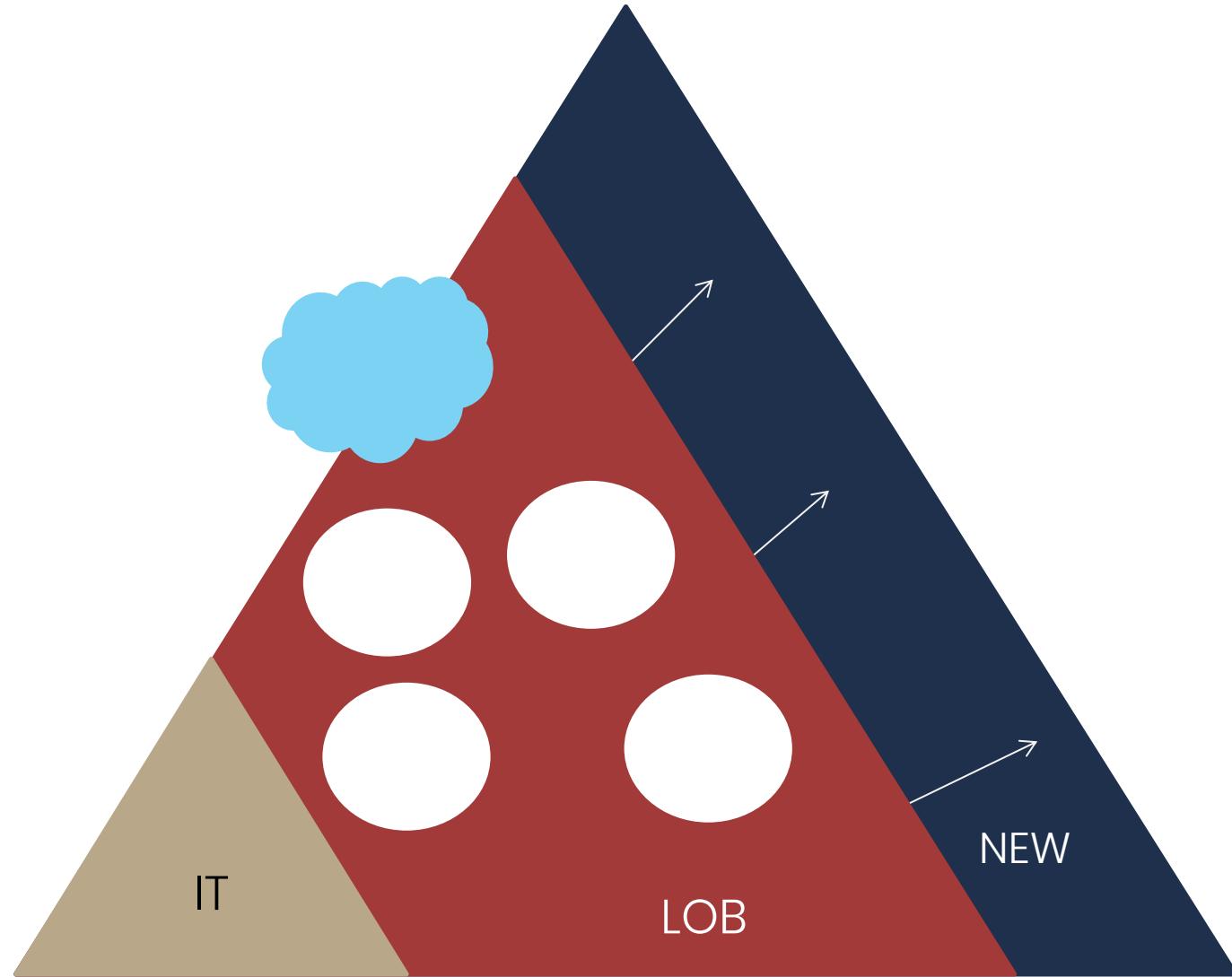
CONTROLLO DEI COSTI CONTROL

Migliore pianificazione strategica degli investimenti, misurazione TCO, charge-back

I NUMERI DEL SAM



NUOVE DIFFICOLTÀ





ISO/IEC 19770

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- Standard per la gestione degli asset software
 - PARTE 1 (19770-1)
Descrizione dei processi
 - PARTE 2 (19770-2)
Specifiche su Software Identification Tag
 - PARTE 3 (19770-3)
Specifiche su Software Entitlement Schema (ENT)



- Applicabile a tutti i software
 - Software eseguibile (applicazioni, OS)
 - Software non eseguibile (font, audio, video, documenti)
- Indipendentemente dalla tecnologia
 - Software classico, virtualizzato
 - On Premise, SaaS
- Indipendentemente dalla forma
 - Software, diritti d'uso, media



- Software... e relativi asset
 - Necessari alla gestione del software

Tipologia	Applicabilità	Esempio
Hardware	<u>Applicable</u> : caratteristiche necessarie all'uso o alla gestione	Dispositivi su cui può essere installato, Requisiti hardware
	<u>Non Applicable</u> : caratteristiche non necessarie all'uso o alla gestione	Costo e ammortamento dei dispositivi, manutenzioni
Altra tipologia	<u>Applicable</u> : caratteristiche necessarie all'uso o alla gestione	Elenco del personale licenziato all'uso, architettura IT
	<u>Non Applicable</u> : caratteristiche non necessarie all'uso o alla gestione	Costo del personale

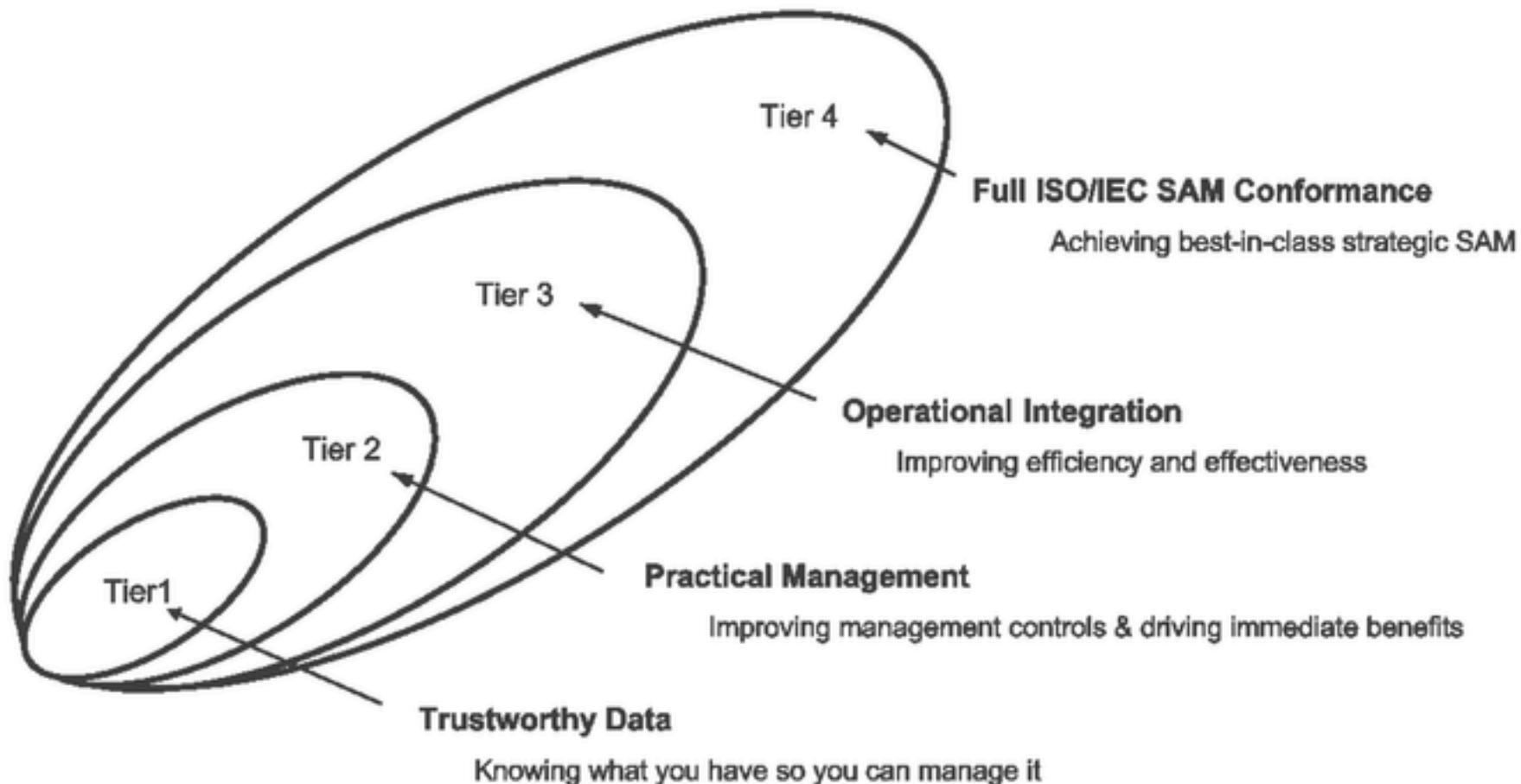


- Prima versione del 2006
- ISO/IEC 19770-1:2012
 - Market-driven
- Semplice, adattabile, veloce (nel ritorno)
 - Qualsiasi azienda, anche outsourcing
 - Divisione a livelli
 - Determinazione del perimetro da coprire
 - Quali asset?
 - Quali parti aziendali?

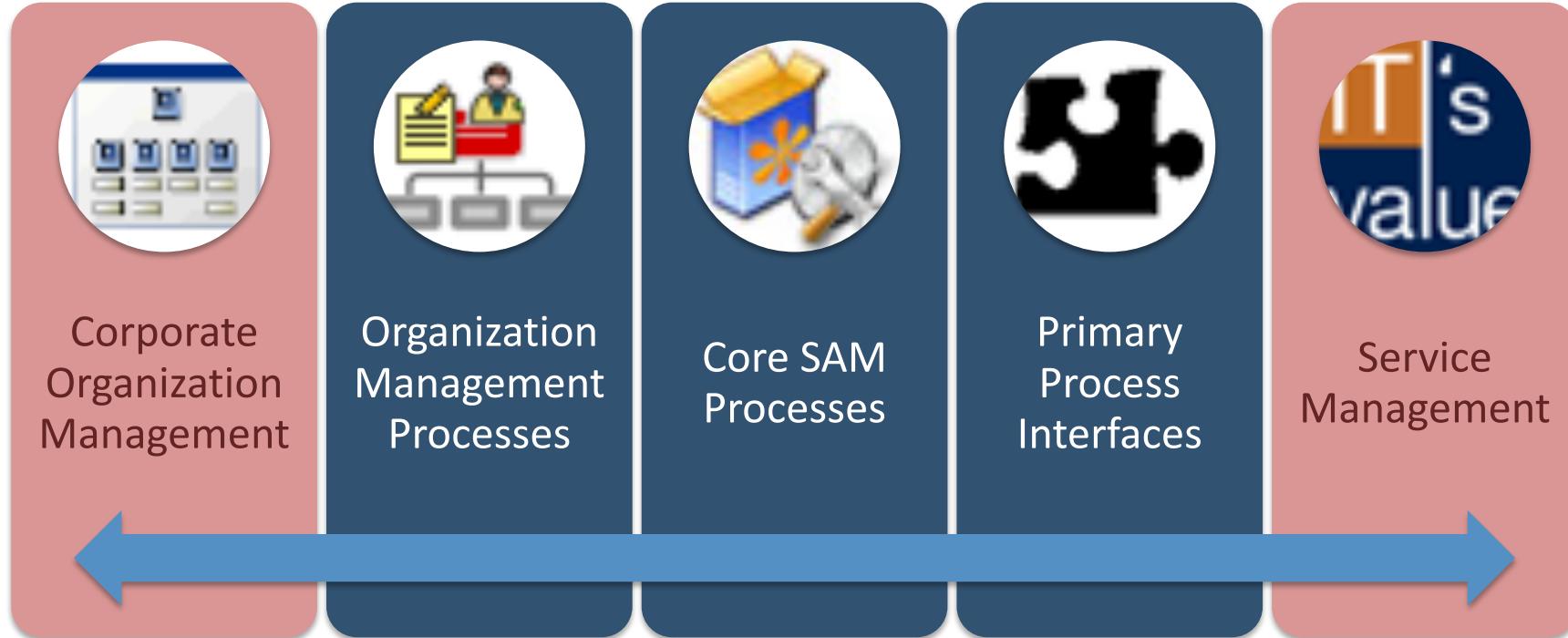


- Ogni livello
 - Rappresenta un piccolo improvement
 - Definisce l'integrazione del SAM all'interno dell'organizzazione
 - Si basa sui benefici e sulle continue prestazioni del livello precedente
 - Può essere oggetto di singola certificazione
 - Richiede certificazioni dei livelli precedenti
- Non vuole essere un Maturity Model
 - Misurazione non prevista ad oggi
 - Enhancement futuro (ISO 15504 – SPICE)

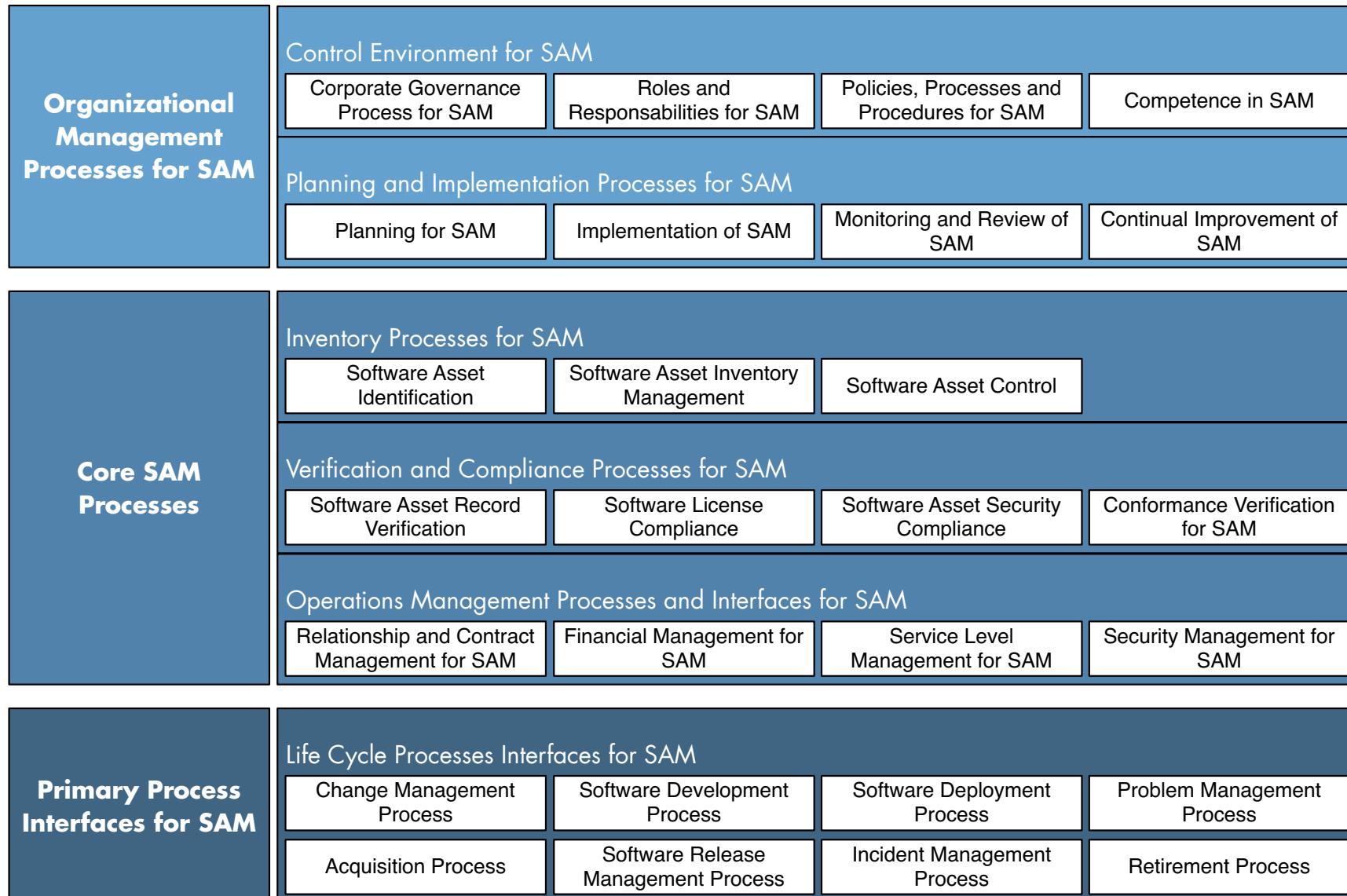
I 4 LIVELLI DEL SAM

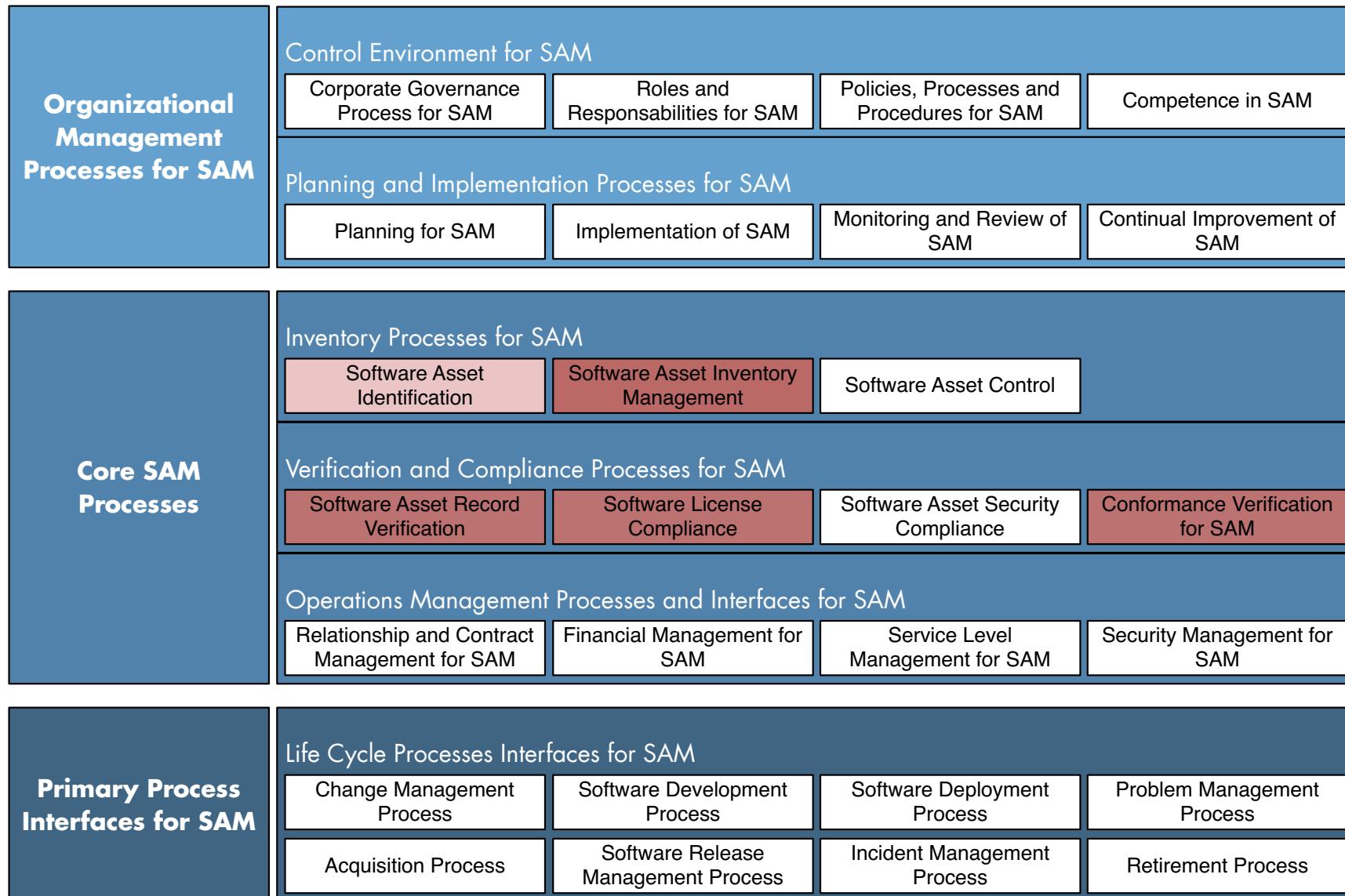


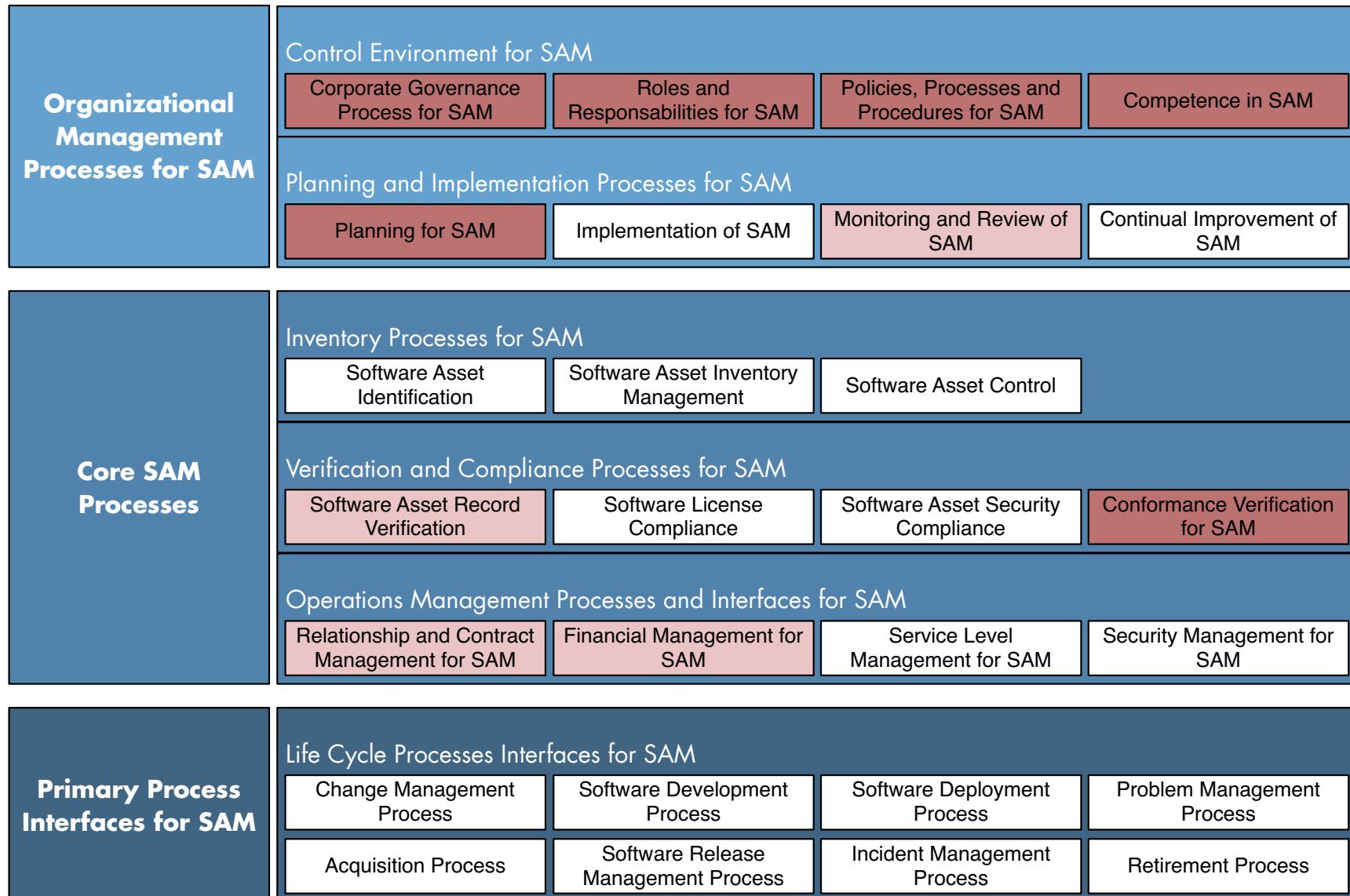
STRUTTURA

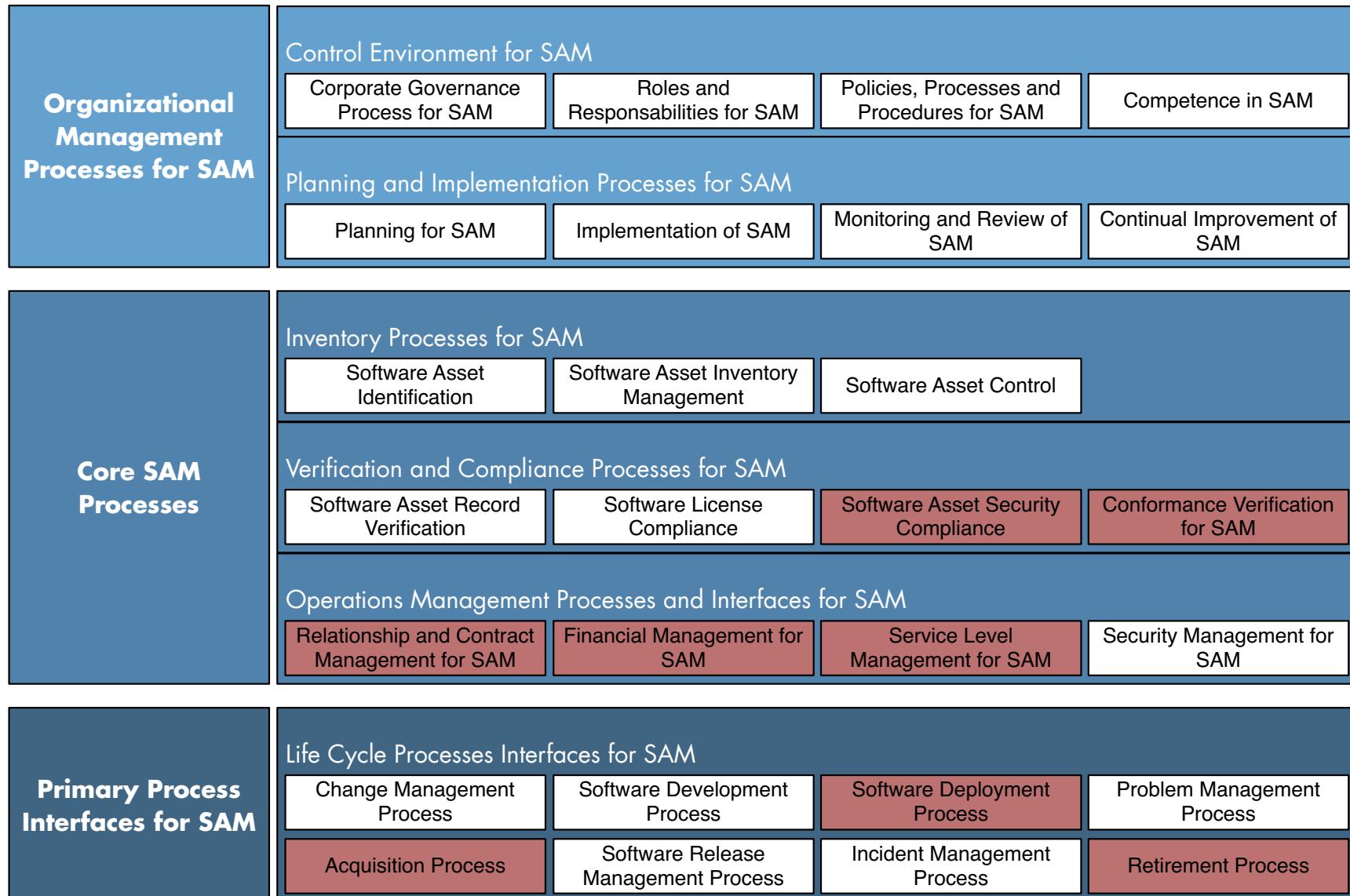


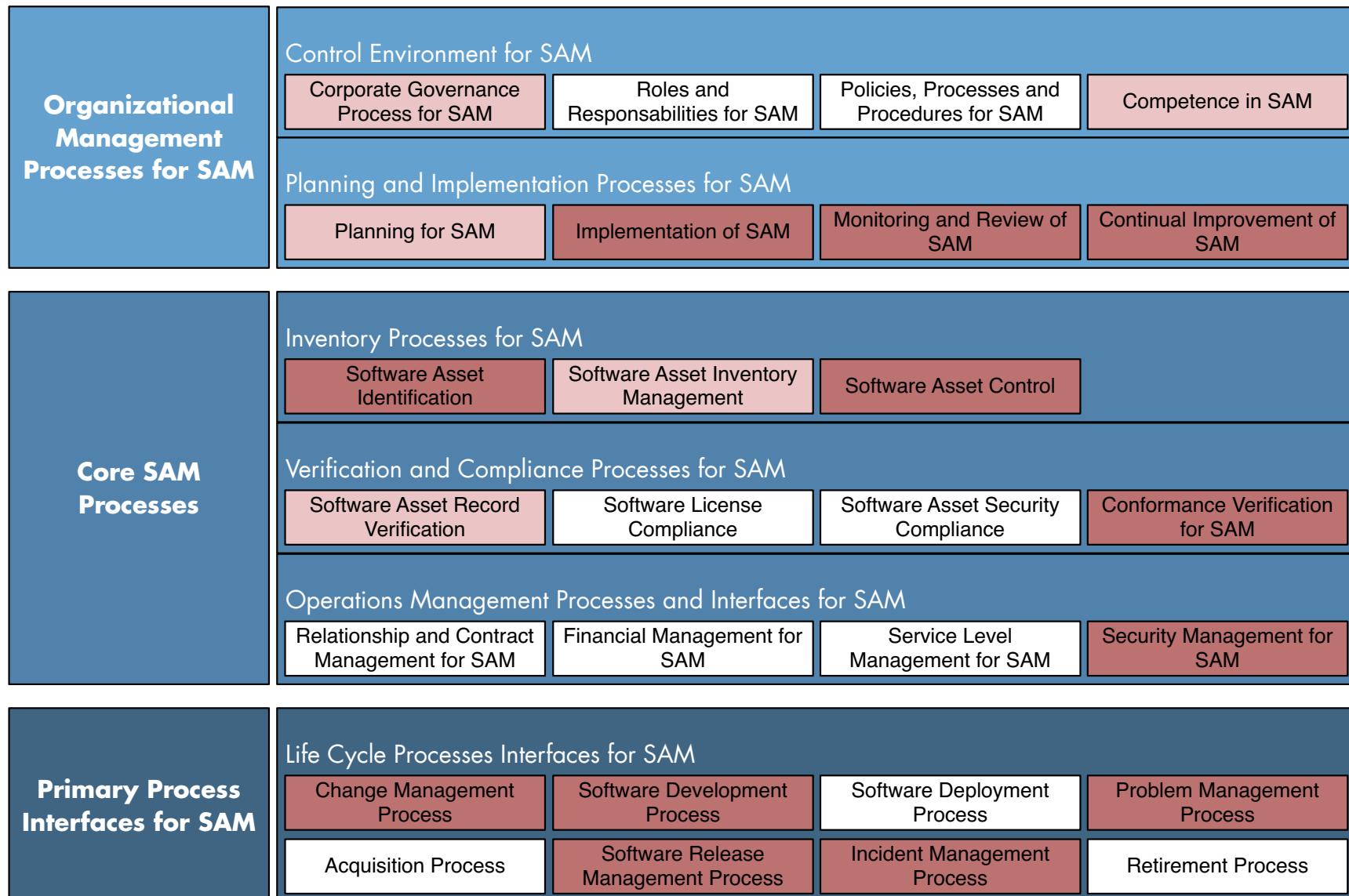
FRAMEWORK











DOMANDE?



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