Silverleaf

# Software Asset Management (SAM)- Services

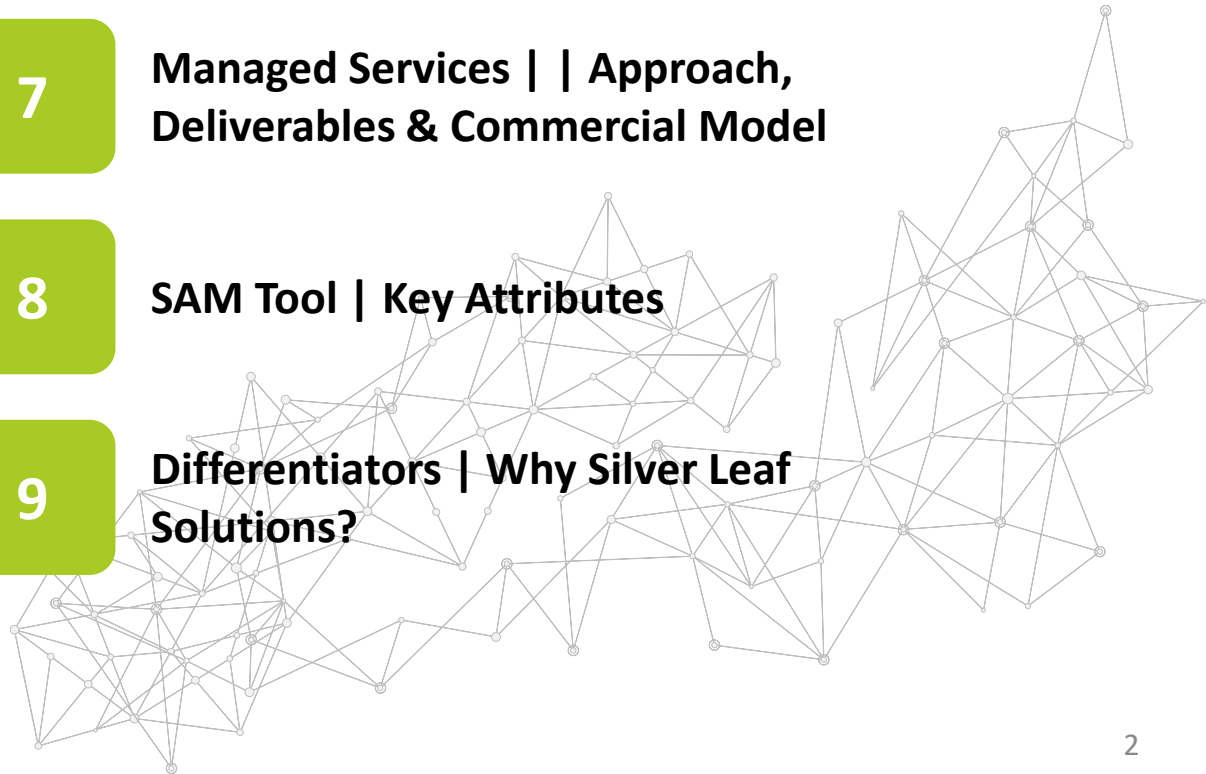
License Advisory

Technology Evangelization

SAM Services

# Agenda

1. **About Silver Leaf Solutions**
2. **The Need | Software Asset Management (SAM)**
3. **SAM Deliverables | Service Outcomes**
4. **SAM Services | Compliance, Governance & Control**
   - ✓ One Time Assessment
   - ✓ Audit Assistance
   - ✓ Managed Services
5. **One Time Assessment | Approach, Deliverables & Commercial Model**
6. **Audit Assistance | Approach, Deliverables & Commercial Model**
7. **Managed Services | | Approach, Deliverables & Commercial Model**
8. **SAM Tool | Key Attributes**
9. **Differentiators | Why Silver Leaf Solutions?**



All Rights Reserved with Silver Leaf Solutions

# About Silver Leaf Solutions

## Vision
#1 Global IT Cost Optimization Advisory & Services Organization

## Mission
Research based, Independent, Software Licensing, Software Asset Management & Technology Services that lead to 10-12% savings annually

**Founded**
March, 2015 (Independent & Privately owned)

**Global HQ**
Gurgaon, India

**Employees**
Diverse Team of 45+ Licensing, Tax, Technology & Legal consultants

**Founders background**
Founders from Microsoft, EY, SAP, BCG, IBM & Oracle

**Research Centre**
Global Knowledge Center (GKC) – Research & Development at Gurgaon, India

**Partnerships**
Strategic Partnerships – Global SI & Big 4 Consultancy Firms

## Global Presence

All Rights Reserved with Silver Leaf Solutions

# The Need | Software Asset Management (SAM)

## Cost Optimization

- Customer may be over-licensed and paying maintenance costs for software licenses not being used
- Software is a significant component of IT spend

## Asset Management

- Monitoring & Tracking of software in use is difficult
- No “silver bullet” technology solution
- Diverse and complex software licensing models
- Reallocation of software licenses when hardware is moved or decommissioned

## Organizational Governance

- Getting compliant and staying that way also helps eliminate the potential damage to reputation that could arise from a legal dispute
- Compliance with industry standards

## Security

- Without the ability to inventory and control software installed and allowed to run on their hardware, organizations make their systems more vulnerable to security threats
- Inventory Open Source software to understand what is in use and what could potentially introduce security risks to the organization

## Risk – Legal & Regulatory

- Properly implementing SAM limits legal and financial exposure should problems with software licenses arise
- Select industries have regulatory requirements on SAM

## Risk – Software Audits

- License Compliance Audits are on the rise➔ Gartner continues to predict an increase in vendor audits
- Software vendors use license compliance audits to decrease squeeze on margins
- Software industry alliance “bounties”

All Rights Reserved with Silver Leaf Solutions

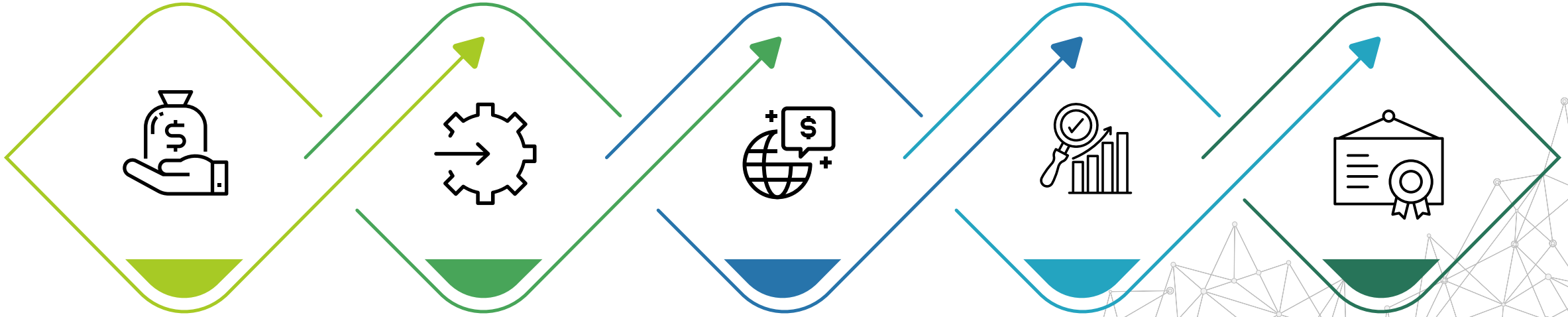
# SAM Deliverables | Service Outcomes

## Minimal Unnecessary Costs

**Skills and Attributes** – Data Custodianship and Integration

## Minimized unused Software

**Skills and Attributes** – Detailed usage rights intelligence



## License and Subscription Optimization

**Skills and Attributes** – Cost Optimization Experience

## Optimized Configurations

**Skills and Attributes** – Economies of Scale

## License Compliance

**Skills and Attributes** - SAM Process and best practice

All Rights Reserved with Silver Leaf Solutions

# SAM Services | Compliance, Governance and Control

1

## One-time Assessment

One-time snapshot of software license compliance for single or multiple publishers

2

## Audit Assistance

Identify the areas of risk and help mitigate the same using best practices and approach

3

## Managed Services

Real-time compliance management, usage metering and license optimization services based on the publisher risk assessment

All Rights Reserved with Silver Leaf Solutions

# One-Time Assessment | Approach

## Planning

The planning phase involves gathering information on your infrastructure background, identifying plans and goals for the engagement, setting up appointments, and arranging access to begin data collection and analysis.

## Entitlement Analysis

The entitlement analysis will be done based on the information provided from multiple sources including but not limited to Contract/ Agreement documents, license history sheets from publisher, data export from publisher portal and relevant license invoices.

## Data analysis

The data analysis phase includes the review and validation of all collected data. The second level checks will be done wherever required based on the publishers in scope

## Data collection

The data collection phase includes taking inventory of your software assets using combination of multiple techniques including script based methodology, in-house inventory tools, screenshots, questionnaires etc.. This will be done centrally for all the domain assets available on network during scanning. For workgroup, standalone along with the domain machines not available on network (not reachable from central desktop), the data collection activity will be conducted manually.

## Reporting

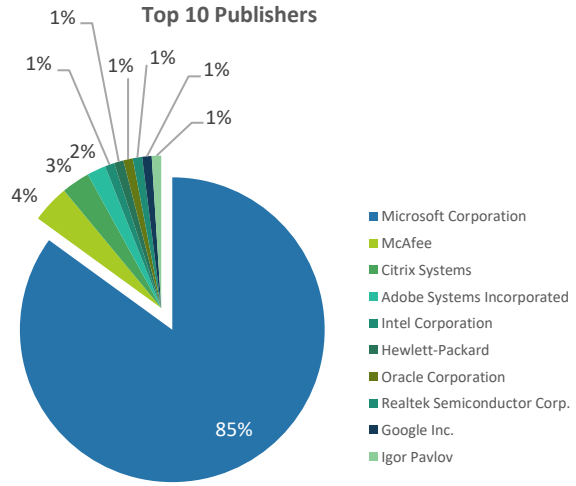
The Software License Reconciliation reports are prepared based on gap analysis conducted based on entitlement vs deployment analysis. The necessary recommendations are shared based on the licensing compliance position statement

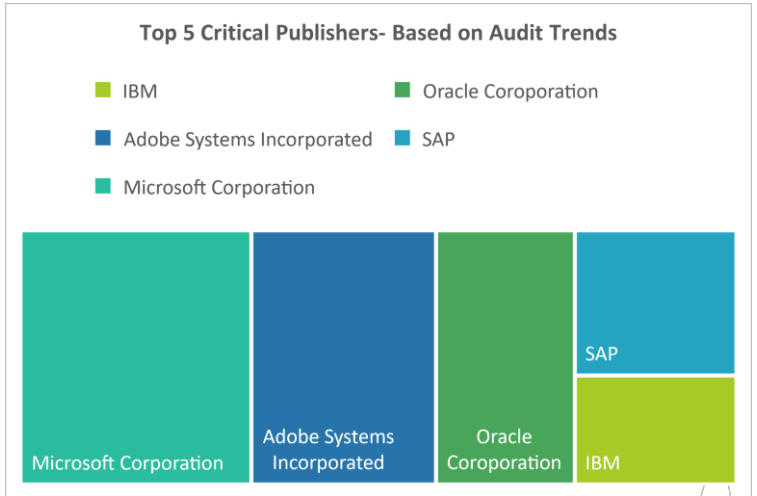
All Rights Reserved with Silver Leaf Solutions

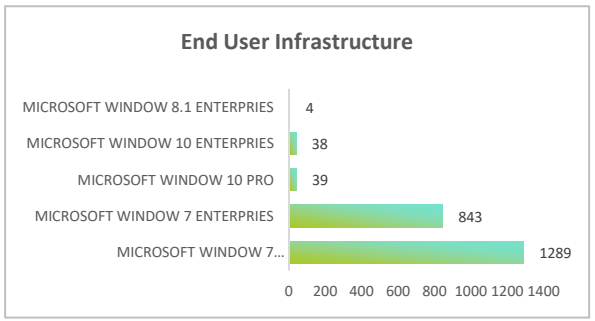
# One-Time Assessment | Deliverables

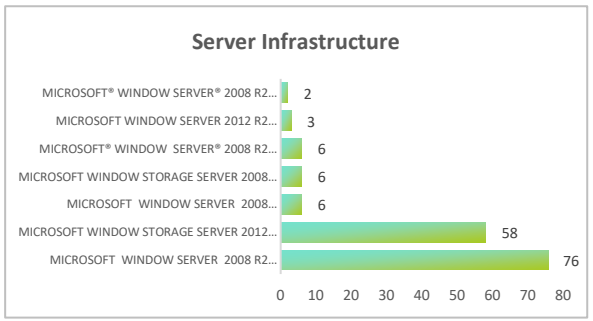
## SAM License Reconciliation (SLR)

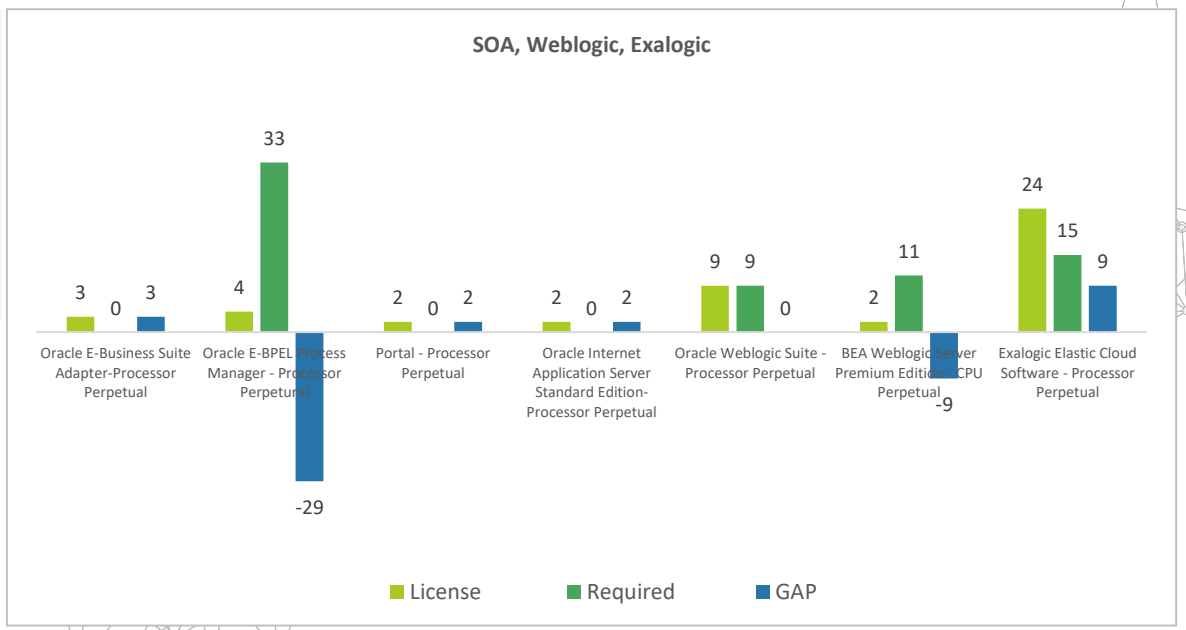
| | | Usage Identified | | | Entitlements | | | Interim Status | | Final Status | | Comments |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| oduct Fam | Version | Tool | Semi-Auto | Total Soft | MLS | OEM | Total Licer | Software I | License All | Effective L | Status | |
| Desktop O | | | | | | | | | | | | |
| Microsoft | 10 | 0 | 38 | 38 | 2,849 | 0 | 2,849 | 2,811 | -849 | 1,962 | Green | Requires POL for OEMs |
| Microsoft | 8.1 | 0 | 4 | 4 | 0 | 0 | 0 | -4 | 4 | 0 | Green | Requires POL for OEMs |
| Microsoft | 7 | 0 | 845 | 845 | 0 | 0 | 0 | -845 | 845 | 0 | Green | Requires POL for OEMs |
| Microsoft | 10 | 0 | 39 | 39 | 4 | 35 | 30 | 0 | 0 | 0 | Green | Requires POL for OEMs |
| Microsoft | 7 | 0 | 1,289 | 1,289 | 0 | 1,289 | 1,289 | 0 | 0 | 0 | Green | Requires POL for OEMs |
| VDA | - | 0 | 1 | 1 | 0 | 0 | 0 | -1 | 0 | -1 | Red | - |
| Office | | | | | | | | | | | | |
| Microsoft | 365 | 181 | 0 | 181 | 250 | 0 | 250 | 69 | 0 | 69 | Green | - |
| Microsoft | 365 | 2483 | 0 | 2,483 | 2,844 | 0 | 2,844 | 361 | 0 | 361 | Green | - |
| 0365 Extra | 365 | 0 | 0 | 0 | 1 | 0 | 1 | 1 | 0 | 1 | Green | - |
| Microsoft | 365 | 0 | 32 | 32 | 0 | 0 | 0 | -32 | 32 | 0 | Green | Covered with E3 |
| Microsoft | 2016 | 0 | 2 | 2 | 250 | 0 | 250 | 248 | -13 | 235 | Green | - |
| Microsoft | 2013 | 0 | 13 | 13 | 0 | 0 | 0 | -13 | 13 | 0 | Green | ygrade license used from office 2016 Pro |
| Microsoft | 2010 | 0 | 12 | 12 | 25 | 0 | 25 | 13 | 0 | 13 | Green | - |
| Microsoft | 2007 | 0 | 0 | 0 | 97 | 0 | 97 | 97 | 0 | 97 | Green | - |
| Microsoft | 2016 | 0 | 1,211 | 1,211 | 2,844 | 0 | 2,844 | 1,633 | -436 | 1,197 | Green | - |
| Microsoft | 2013 | 0 | 436 | 436 | 0 | 0 | 0 | -436 | 436 | 0 | Green | ngrade license used from office 2016 Stan |
| Microsoft | 2010 | 0 | 59 | 59 | 149 | 0 | 149 | 90 | 0 | 90 | Green | |
| Microsoft | 2007 | 0 | 1 | 1 | 1,981 | 0 | 1,981 | 1,980 | 0 | 1,980 | Green | - |

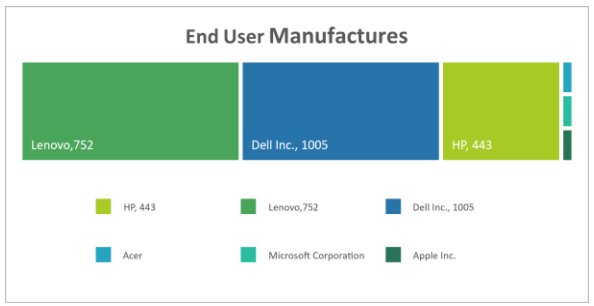


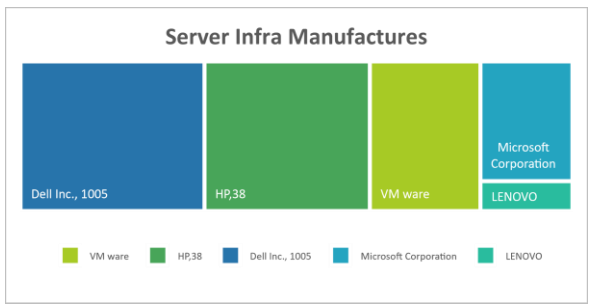




All Rights Reserved with Silver Leaf Solutions

# One-Time Assessment | Commercial Model

Commercial Model is **Fixed Fee** and is dependent on following parameters

Total IT assets in scope

Assets on domain are available on network

Assets in standalone/ workgroup environment

Publishers in scope
(Microsoft, Oracle, IBM, Adobe etc.)

Tool/Methodology in scope (For e.g. SAP compliance may require dedicated tool to be deployed for assessment period)

All Rights Reserved with Silver Leaf Solutions

# Audit Assistance | Approach

## Planning

The planning phase involves gathering information on your infrastructure background, identifying plans and goals for the engagement, setting up appointments, and arranging access to begin data collection and analysis.

## One-time Assessment

One-time compliance assessment activity will be conducted as per the approach shared early to validate the latest compliance stage.

## Additional Governance Checks

The additional governance checks will include the information related to cracks, keygens, un-installations, past product traces etc.

## Mail Communication response

We recommend to involve ourselves from the time when you receive the first email/ audit letter from publisher or audit partner, so that we can help handle the response time and draft right emails to avoid any legal litigations in parallel.

## Mitigation

Depending on the publisher process and guidelines, we can help mitigate the risks around non-compliance by managing the complete audit activity and understanding the audit reports. We may also get involved in the publisher negotiations, wherever required.

All Rights Reserved with Silver Leaf Solutions

# Audit Assistance | Deliverables

### SAM License Reconciliation (SLR)

| Product Fa | Version | Usage Idenified | | | Entitlements | | | Interrim Status | | Final Status | | Comments |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | VDI | Semi-Auto | Toatal Soft | AOD | Subscriptic | Total Licen | Software I | License All | Effective L | Status | |
| Acrobat | | | | | | | | | | | | |
| Acrobat Pı | DC | 0 | 3 | 3 | 0 | 2 | 2 | -1 | 0 | -1 | Red | - |
| Acrobat Pı | X | 0 | 6 | 6 | 0 | 0 | 0 | -6 | 0 | -6 | Red | - |
| Acrobat Pı | 9 | 0 | 3 | 3 | 0 | 0 | 0 | -3 | 0 | -3 | Red | - |
| Acrobat Pı | 9 | 0 | 4 | 4 | 0 | 0 | 0 | -4 | 0 | -4 | Red | - |
| Acrobat Pı | 8 | 0 | 3 | 3 | 0 | 0 | 0 | -3 | 0 | -3 | Red | - |
| Acrobat Pı | 7 | 45 | 278 | 273 | 0 | 0 | 0 | -273 | 0 | -273 | Red | - |
| Acrobat Pı | 6 | 0 | 15 | 15 | 0 | 0 | 0 | -15 | 0 | -15 | Red | - |
| Creative S | | | | | | | | | | | | |
| Adobe Ma | CC | 0 | 3 | 1 | 0 | 0 | 0 | -1 | 0 | -1 | Red | - |
| Adobe Ma | CS5 | 0 | 3 | 3 | 0 | 0 | 0 | -3 | 0 | -3 | Red | - |
| Adobe De | CS3 | 0 | 2 | 2 | 0 | 0 | 0 | -2 | 0 | -2 | Red | - |
| Adobe De | CS6 | 0 | 0 | 0 | 130 | 0 | 130 | 130 | 0 | 130 | Green | - |
| Adobe De | CS 5.5 | 561 | 162 | 162 | 0 | 0 | 0 | -273 | 0 | -273 | Red | - |
| Photoshop | | | | | | | | | | | | |
| Photoshop | CC | 0 | 7 | 7 | 0 | 4 | 4 | -3 | 0 | -3 | Red | - |
| Photoshop | CS 6 | 0 | 0 | 0 | 50 | 0 | 50 | 50 | 0 | 50 | Green | - |
| Photoshop | CS 5.5 | 0 | 24 | 24 | 1 | 0 | 1 | -23 | 0 | -23 | Red | - |
| Photoshop | CS 3 | 0 | 6 | 6 | 17 | 0 | 17 | 11 | 0 | 11 | Green | - |
| Photoshop | CS 2 | 0 | 4 | 4 | 0 | 0 | 0 | -4 | 0 | -4 | Red | - |
| Photoshop | CS | 0 | 21 | 21 | 0 | 0 | 0 | -21 | 0 | -21 | Red | - |
| Photoshop | 7 | 0 | 179 | 179 | 0 | 0 | 0 | -179 | 0 | -179 | Red | - |
| In Dsign | | | | | | | | | | | | |
| In Dsign | CC | 0 | 5 | 5 | 0 | 0 | 0 | -5 | 0 | -5 | Red | - |
| In Dsign | CS 6 | 0 | 0 | 0 | 500 | 0 | 500 | 500 | 0 | 500 | Green | - |
| In Dsign | CS 5.5 | 0 | 86 | 86 | 0 | 0 | 0 | -68 | 0 | -86 | Red | - |
| illustrator | | | | | | | | | | | | |
| illustrator | CC | 0 | 7 | 7 | 0 | 3 | 3 | -4 | 0 | -4 | Red | - |

| Product Un-Installed | Count of unique Hostname |
|---|---|
| Adobe Acrobat 6.0 Professional | 7 |
| Adobe Acrobat 8 Professional | 1 |
| Adobe Acrobat DC | 1 |
| Adobe Acrobat X Pro | 13 |
| Adobe After Effects CS4 | 1 |
| Adobe Creative Suite 3 Design Premium | 1 |
| Adobe Photoshop Lightroom 5.6 | 1 |
| Adobe Stock Photos 1.0 | 3 |
| Adobe Stock Photos CS3 | 1 |
| Macromedia Dreamweaver 8 | 1 |

| Product Traces | Count of Unique Hostname |
|---|---|
| Adobe Acrobat 7.0 Professional | 89 |
| Adobe Acrobat DC | 2 |
| Adobe Acrobat X Pro | 16 |
| Adobe CC | 2 |
| Adobe Photoshop CC+lightroom | 1 |
| Adobe Photoshop CS2 | 5 |
| Adobe Photoshop Lightroom 5.6 | 1 |

| Hostname | Crack/ Keygen Path | AD/Non-AD |
|---|---|---|
| a | C:\Users\admin\Desktop\adobe_acrobat_7.0_professional&keygen\adobe_acrobat_7.0_professional&keygen\Adobe Acrobat 7.0 Professional\ | Non-AD |
| b | D:\Lakhwinder\Software\Adobe Photoshop CS6 13.0.1 Final Multilanguage (cracked dll) [ChingLiu]\Adobe CS6\payloads\Microsoft_VC90_CRT_x86\ | AD |
| c | D:\Adobe photoshope CS3 with crack\Adobe photoshope CS3 with crack\Adobe CS3\payloads\AdobeHelpViewerAll\ | AD |
| d | E:\adobe_acrobat_7.0_professional&keygen\Adobe Acrobat 7.0 Professional\ | AD |
| e | C:\Documents and Settings\bhaskar\Desktop\adobe_acrobat_7.0_professional&keygen\Adobe Acrobat 7.0 Professional\ | AD |
| f | C:\Users\dbmum2016\Desktop\adobe_acrobat_7.0_professional&keygen\Adobe Acrobat 7.0 Professional\ | Non-AD |
| G | E:\adobe_acrobat_7.0_professional&keygen\Adobe Acrobat 7.0 Professional\ | AD |
| h | C:\Users\city\AppData\Local\Temp\Rar$EXa0.778\adobe_acrobat_7.0_professional&keygen\Adobe Acrobat 7.0 Professional\ | AD |

All Rights Reserved with Silver Leaf Solutions

# Audit Assistance | Commercial Model

Commercial Model is **Fixed Fee** and is dependent on following parameters

Parameters of one-time assessment

Audit stage

Proposal shared by Publisher, based on their internal intelligence

All Rights Reserved with Silver Leaf Solutions

# Managed Services | Objectives

Automation of the complete software licensing function

Near real-time compliance reports and dashboards

Reliable output of compliance reports at any given point without any major human intervention

Data Privacy and Control

Automatic adjustment to the changes in Software licensing rules

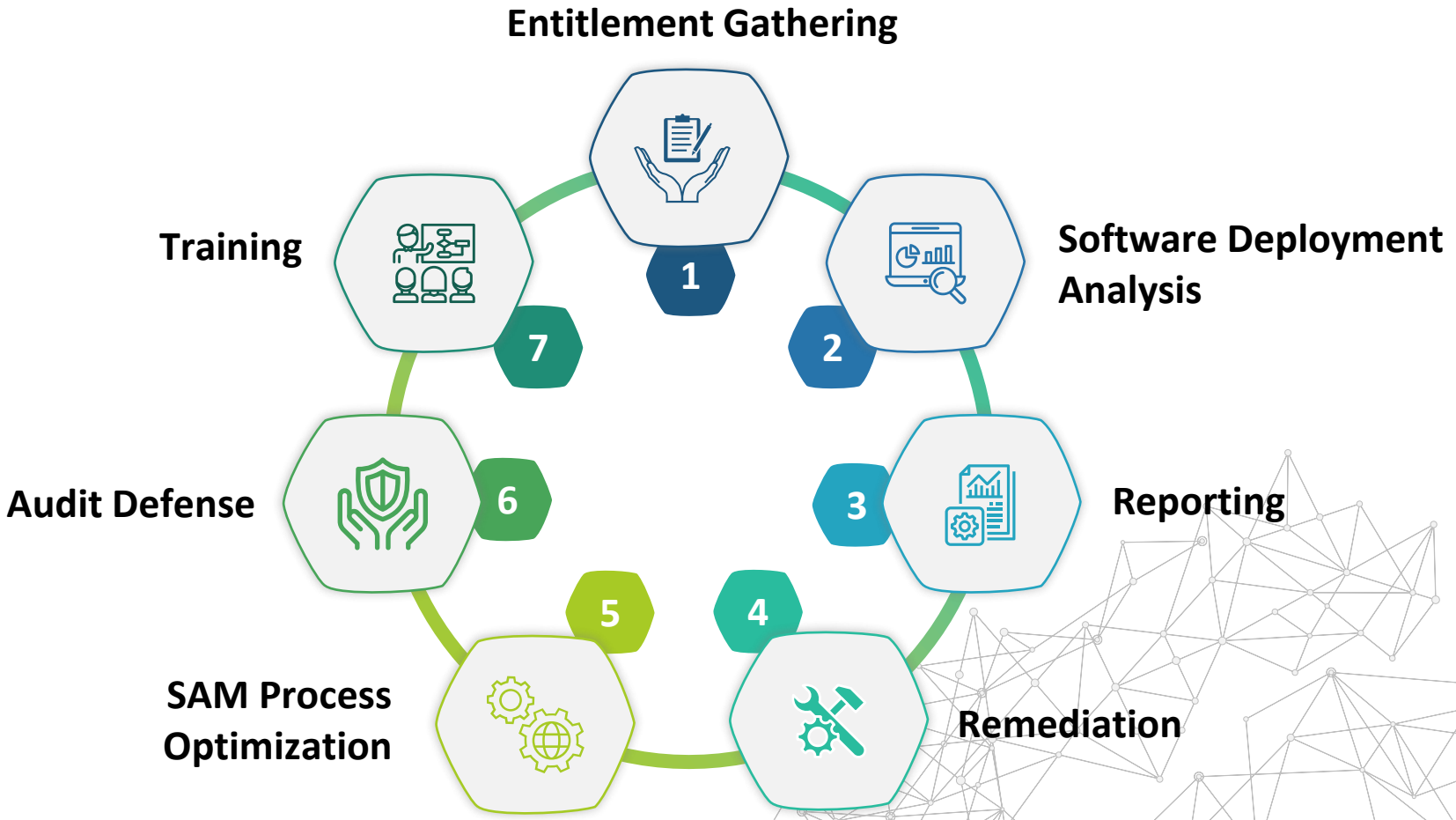
Software Consumption /Metering reports

Integration with OEM specific licensing tools like: ILMT for IBM PVU based licensing.

All Rights Reserved with Silver Leaf Solutions

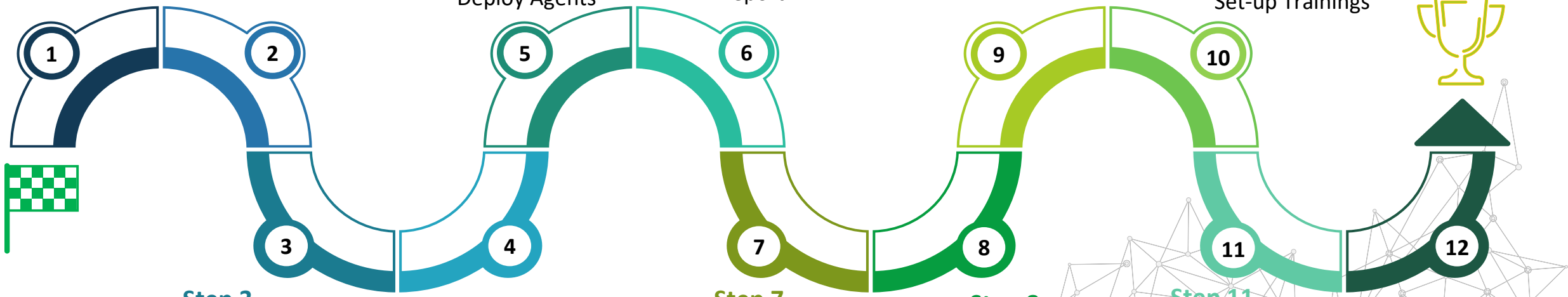
# Managed Services | Tracks

## Managed Services of SAM are generally divided into following sections




All Rights Reserved with Silver Leaf Solutions

# Managed Services | The Methodology



**Step 1**
Project Kick-Off

**Step 2**
Setting up prerequisites for SAM Solution set-up

**Step 3**
Deploy SAM tool (on-premise/cloud)

**Step 4**
Integrate SAM tool with multiple solutions from data perspective

**Step 5**
Deploy Agents

**Step 6**
Analyze the data gathered and prepare the risk assessment report

**Step 7**
Entitlement upload for publishers finalized

**Step 8**
Share the first-step compliance reports

**Step 9**
Setting up reports and dashboard on SAM Platform

**Step 10**
Set-up Trainings

**Step 11**
SAM Process Automation and Audit Defense

**Step 12**
Continuous process Adoption and improvement of SAM Maturity

All Rights Reserved with Silver Leaf Solutions

# Managed Services | Key Deliverables (1/3)

- **Coverage of 100% of in scope End user devices** (Laptops/Desktop/Thin Clients) and **100% of in scope Software/Servers on all platforms** including but not limited to Windows, Unix, Linux, ESXI, MAC for collection of software inventory and other relevant details required for license compliance. **Coverage for all software inventory for all OEM** as shared in this RFP.
- **Identification of High, Medium and Low Risk Software Publishers** from the collected software inventory based on the relevant criteria including vendor audit activity, vendor active compliance program, software spend, complexity of licensing terms/contracts, usage, etc.
- **Recommendation on AMC renewal** based on software metering and usage information.
- **Report for Unauthorized Software deployments** for any publisher on the covered assets.
- **Detailed compliance report for identified publishers** (XY High, PQ Medium and VZ Low Risk Software Publishers) containing entitlement information, deployment details, effective license position, traces of past deployment, non-compliance to EULA and any deviation from licensing terms and conditions, etc.
- **Optimization report for publishers** based on software metering and usage details using SAM Software

All Rights Reserved with Silver Leaf Solutions

# Managed Services | Key Deliverables (2/3)

- **The detailed methodology** for proper removal of identified unwanted software or related files along with tools and scripts to ensure their uninstallation/deletion
- **Compliance report revalidation** post remediation activity for ensuring removal of unwanted software assets.
- **Detailed preventive recommendations** along with implementation plan to avoid non-compliance
- **Implementation plan and detailed methodology** for Optimization of existing SAM Processes.
- **Time bound internal assessment** for specific publishers on request. Remediation of identified gaps and confirmation of compliance.
- **Support for negotiations** during Publisher initiated Audit Requests
- **System for real time and comprehensive automatic email alerts** of any unwanted software installation/uninstallation on the Assets under scope.

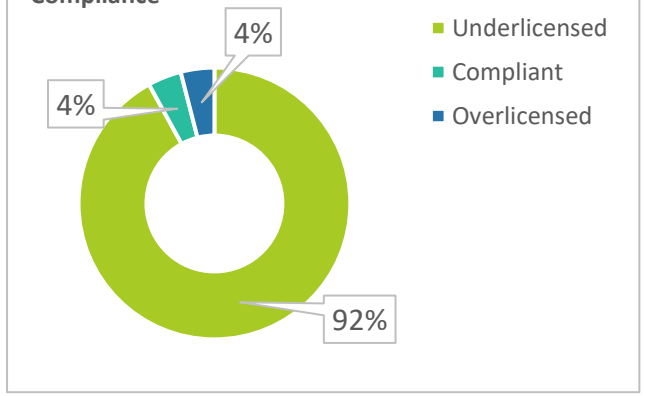
All Rights Reserved with Silver Leaf Solutions

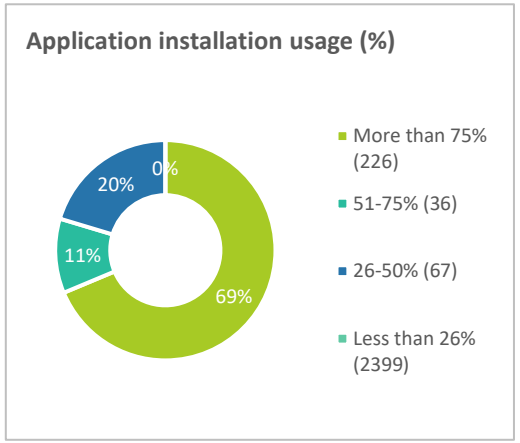
# Managed Services | Key Deliverables (3/3)

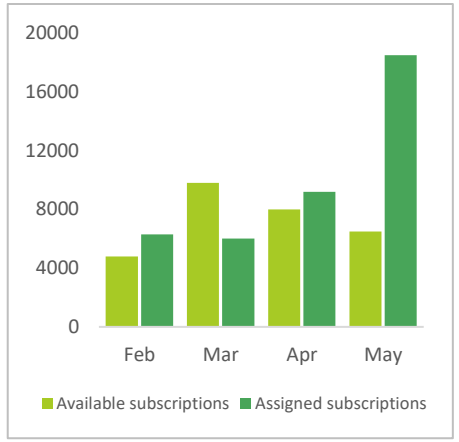
- **System for automatic reconciliation of software deployments** against entitlements, calculation of Effective License Position for Publishers in scope . The same should be reflected in Our Tool.
- **Creation and periodic updation of Best Practices and Process for SAM** based on Industry guidelines
- **ILMT reporting** for PVU metric based IBM products
- **Developing, Managing and Maintaining software license management policy framework** with clearly defined roles and responsibilities across asset lifecycle, along with a monitoring and reporting framework to support policy compliance and accountability
- **Identify and present Cost Optimization opportunities** as applicable post License Compliance Review.
- **Perform periodic reconciliation of IT asset** to keep a track of IT assets - desktops/laptops/servers/virtual machines etc.
- **Publish Tool Dashboards** as required by Customer management on monthly, quarterly, half yearly, and yearly basis as per the proposed SLAs

All Rights Reserved with Silver Leaf Solutions

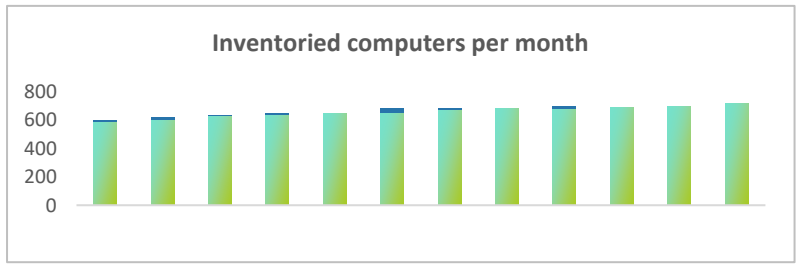
# Managed Services | Deliverables as a Snapshot




| Subscriptions | Subscriptions | | |
|---|---|---|---|
| | Available | Assigned | Total |
| Microsoft Project Online Professional | 50 | 160 | 210 |
| Microsoft Project Pro For Office 365 | 21 | 318 | 339 |
| Microsoft Office 365 Plan E3 | 2,528 | 12,740 | 15,268 |
| Microsoft Visio Pro For Office 365 | 426 | 1,546 | 1,972 |
| Microsoft Office 365 Plan E1 | 33 | 120 | 153 |
| Microsoft Enterprise Mobility + Security E3 | 4,271 | 3,329 | 7,600 |
| **6 items** | **17,329** | **18,213** | **25,542** |

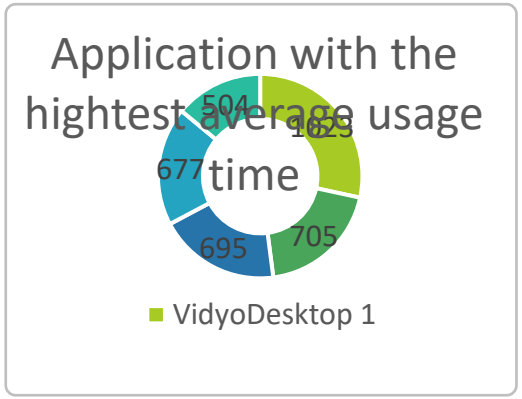



**Computer Discovery**

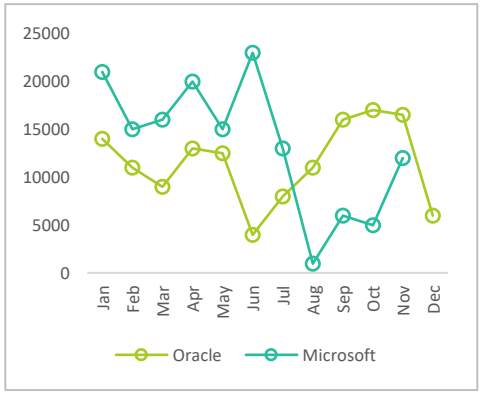
| | |
|---|---|
| 25 Non inventoried discovered | 657 All discovered |

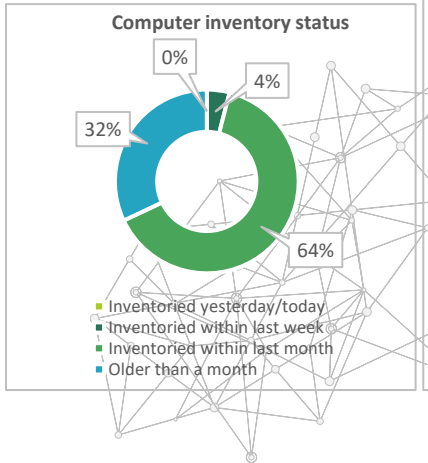
**Platform summary**

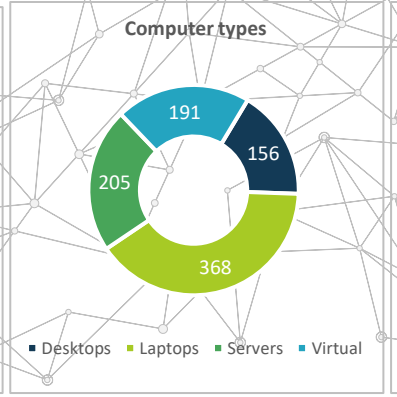
| | |
|---|---|
| 535 Microsoft windows | 5 Mac OS X |
| 98 Linux | 15 Unix |

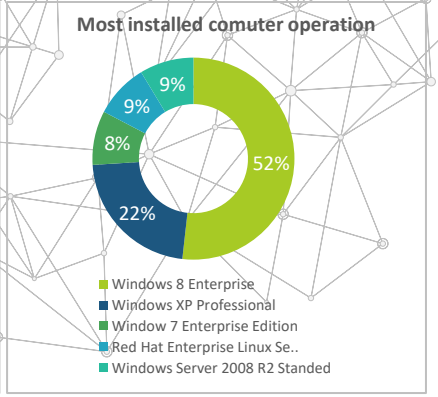



| Toolbox widget |
|---|
| Add licenses |
| Add agreement |
| Administration |
| Import data |



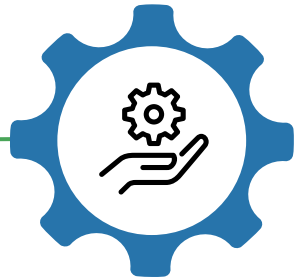

All Rights Reserved with Silver Leaf Solutions

# Components for commercials| Managed Services

## Components

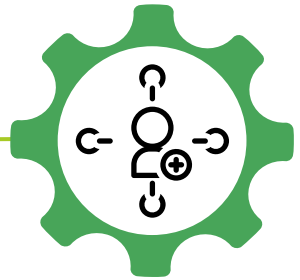
### Tool Cost

This will cover all the SAM tool modules required for running SAM managed Services



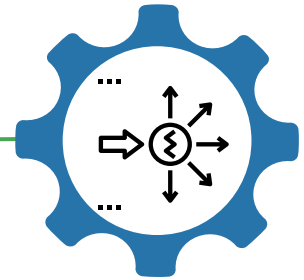
### Services Cost

This includes the services fees for the deliverables executed by all allocated resources onsite as well as offsite



### Add ONs

Additional Tool Requirements (If requested by customer) OR expanding the scope of services OR adding the consulting services on technology OR Advisory on Spend optimization

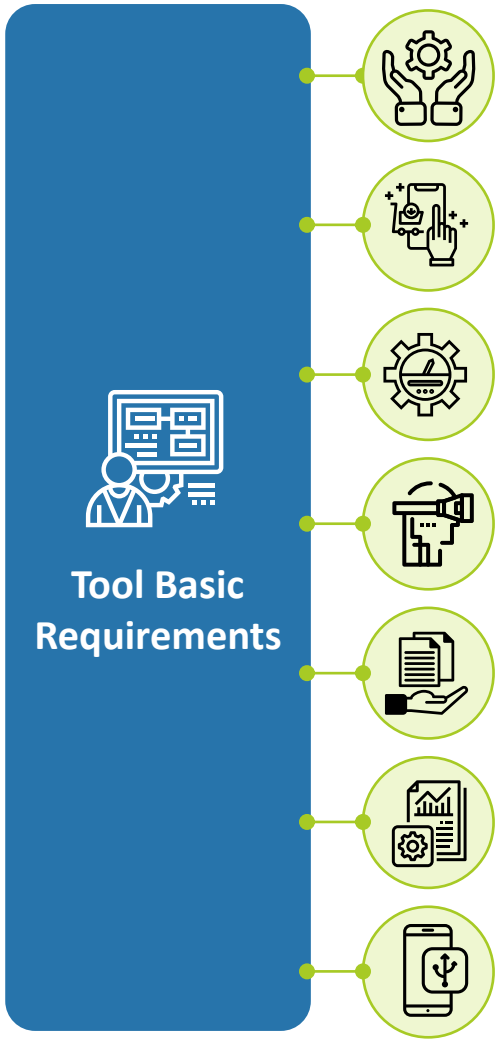


### Variables

Increase in the number of assets/Locations /Merger acquisition etc.

All Rights Reserved with Silver Leaf Solutions

# SAM Tool | Key Attributes




- SAM Tool should be agent based and should support Windows, AIX, Linux, MAC operating systems (all versions)
- Tool should be able to do software recognition (free/paid/bundling) and provide compliance reports automatically for atleast 90% of the products in our environment.
- Tool should be able to do software metering (provide actual usage of products deployed across all assets in our environment)
- SAM tool should have integration with VMware environment to fetch physical vs virtual mapping of assets to understand the Licensing compliance in virtual environment.
- Tool should have provision to upload contract documents and entitlement details to track renewal dates.
- Tool should be able to provide inbuilt compliance reports.
- Tool should have connectors for BigFix, ILMT, ITSM Tools like BMC , Cloud connector for products like Microsoft O365.

All Rights Reserved with Silver Leaf Solutions

# Differentiators | Why Silver Leaf Solutions?

- We are **Global & Independent** because **we do not work as an auditor** for any Publisher/Software Vendor/OEM
- We are **Global & Independent** because **we do not work as a reseller** of any Publishers/Software Vendor/OEM
- **100% Data Privacy and Protection Always**
- **Real Time Updated Licensing & Pricing Information** through **Global Research & Knowledge Centre** based in Gurgaon, India
- **In-House Team of Software Licensing Advisory & Optimization experts** for all major Publishers
- **In-Depth SAM knowledge** for process, tool deployment and integration services & support
- **Delivering Multi-Year Managed SAM Services to Large Telecom Companies in Asia, Europe & Australia**
- **Expertise across all major Global SAM platforms/tools** like SNOW, Flexera, Certero, Aspera, Lansweeper etc.
- **In certain cases, we provide guaranteed Savings** on Existing/Planned Spends with an **Outcome Based Gain Share Fee Model** assuring **Risk Mitigation & 100% Compliance**

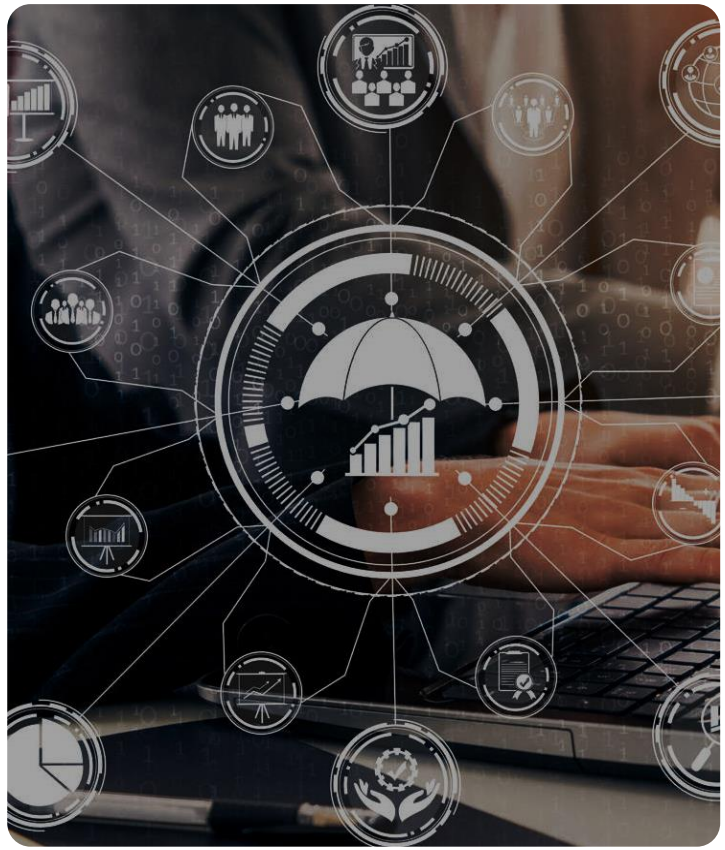
All Rights Reserved with Silver Leaf Solutions

# Differentiators | Why Silver Leaf Solutions?

- **Audit Assistance/ Audit Defence service** is most effective as we are independent and have **NO Conflict of Interest.**
- **Always work on customer/client side** and help them achieve **transparency** in terms of product use rights, pricing, discounts, contract clauses, exceptions, grants & partner margins/incentives
- **Domain Expertise** in M&A, Divestures, Global Contracts, Price Benchmarking, Price Arbitrage, Taxation & Compliance
- **Deep Knowledge of Custom Contracts, Exceptions, Grants, Discounts & Other Contractual Amendments that** help customers to achieve more value out of their investments into multi-year contracts
- **Licensing Knowledge along with Usage Analysis (Across On-Premise and Cloud Licenses)** can help achieve cost savings in the mid-term of the contract
- ADNOC, Bharti Airtel, Tata Motors, Max Life Insurance, YBA Kanoo, Bank ABC **are some key referenceable customers in UAE & India**
- Delivery of all engagements under **Strict NDA guidelines** and without any presence or interference from any vendor at anytime
- **No Sub-Contracting done** for any kind of service (SAM or Licensing Advisory & Cost Optimization)

All Rights Reserved with Silver Leaf Solutions

# Differentiators | Why Silver Leaf Solutions?



- We are **completely Independent** because
  - Do not work as an auditor for any Software Vendors/Publishers
  - Do not work as a reseller of enterprise contracts of any Software Vendors/Publishers
  - Ensure safety, privacy and complete confidentiality customer's environment and data
- **Global Licensing Knowledge Center** does continuous research on ever changing licensing metrics and usage rights
- Team comprises of **SAM, Licensing, Pricing and Contracts experts** of all major Software Vendors/Publishers
- Have already served **15 Fortune Asia 500 clients** with Managed SAM (SAM-as-a-Service) and Licensing Advisory services
- More than **300K assets** have already been managed from Software licensing compliance services
- Worked upon more than **200 publishers** from licensing compliance perspective

All Rights Reserved with Silver Leaf Solutions

# Differentiators | Big 4 Audit Firms vs Silver Leaf Solutions

- **All Big 4 Audit Firms** like EY, Protiviti, KPMG, Deloitte, etc. are paid by all software publishers/vendors to conduct licensing audits at customer's locations
- **RoI measured as 20X to 30X times** (the order value to Software Vendors/Resellers) through identification of licensing gaps during the audit process
- **Risk of leakage of information** on internal IT Usage and Deployment at customer locations to other software vendors
- **No expertise on the finer nuances** of contract T&Cs, Product Use Rights, Program licensing and restructuring options especially during the mid-term of the signed contract
- **Limited knowledge** of Global Pricing Structure, Arbitrage opportunities and WHT structures
- **Limited knowledge** across all types of global SAM Tools
- **Cost Optimization** being driven only through customer paid SAM assessments by identification of unused software licenses

- Silver Leaf Solutions is **completely independent** because we do not work as an auditor/resellers for all major Software Vendors
- We help customers with **Audit Assistance and Clean-up** to make sure that the environment is fully compliant and no trace of cracks, keygens, etc. can be found out during the audit
- We use customer's internal data to help them with the optimization and keeping **compliant without risk**
- The Company has **various profiles/experts** for each kind of role such as Licensing Consultants, Contract Specialists, Taxation, Legal, and SAM Consultants
- **Domain Expertise** in M&A, Divestures, Global Contracts, Price Benchmarking, Price Arbitrage, Taxation & Compliance
- Expertise across various **global SAM Tools**
- **Cost Optimization** is achieved through various dimensions **including Consumption Analysis** and others.

All Rights Reserved with Silver Leaf Solutions

## Global Headquarters

510, Vipul Trade Center, Sector 48, Sohna Road, Gurgaon, Haryana – 122018, India
(Contact Number: +91-8130295770)

## Office Locations in India

### Mumbai

C-1404 , 14th Floor, Kailas Business Park, Hiranandani Link Road, Vikhroli (West), Mumbai 400079

## Global Locations

### Singapore

Silver Leaf Solutions Pte. Ltd
105 Cecil Street, #15-02 The Octagon,
Singapore - 069534

### United States

Silver Leaf Solutions LLC
1467 Onondaga PL, Fremont, CA 94539

### Germany

Silver Leaf Solutions GmbH
c/o Paschen Rechtsanwailte, Kaiserin-Augusta-Allee 113, 10553 Berlin

## Contact

info@silverleafsolutions.com
www.silverleafsolutions.com