



## Asset Cost Optimization & Risk Neutralization (ACORN)

Advanced Integrated Solutions is helping customers overcome software compliance and asset management issues with its full life cycle IT asset management solution.



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### The Challenge

Managing thousands of IT assets within your organization – including desktops, laptops, mobile devices, servers, and network devices, and the associated software contracts and maintenance agreements – is a difficult task. Business environments today are too complex and sophisticated to manage with a traditional spreadsheet and manual entry approach. The multi-departmental asset and inventory tool methods are impractical.

Purchasing managers, IT asset managers, software asset managers, and line-of-business executives are all seeking an IT asset management solution that optimizes the value of their assets while providing a rapid rate of return. This solution needs to be easy to use and solve multiple problems, including:

- maintaining and proving compliance with widely variant and complex license agreements
- reducing the time and money spent proving compliance status in cases of disagreement with vendor audit tools
- purchasing additional or premium software licenses instead of redeploying existing unused licenses
- properly identifying and accounting for software suites from Microsoft and Adobe
- tracking hardware assets for replace and refresh events
- managing multiple warranty, lease and maintenance contracts for deployed assets

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### The Solution

To address these problems, Advanced Integrated Solutions (AIS), combined the power of IBM's Software Use Analysis discovery agent with the process workflow engine of IBM's SmartCloud Control Desk and created ACORN – a full lifecycle asset management solution. ACORN delivers deep software use analysis capabilities with robust asset management methodologies that works simply in the most complex environments. ACORN offers infrastructure views and enables customized “slice and dice” reports on aggregate application counts, software usage statistics and compliance with basic license types, providing you with ***useful and actionable information***.

**ACORN** will give you the ability to manage the complete software and hardware asset life cycle from planning and procurement to retirement with the discovery and analytic tools you need to view, analyze and control applications on your desktop, laptop, server and mobile endpoints. Fast and easy deployment followed by rapid results enables you to build an iterative return on investment quickly. And if you employ our Cloud or Managed Service solutions, you will not have to maintain **ACORN** or worry about upgrades.

From a time to value perspective, **ACORN** will be up and running in three weeks allowing you to respond quickly and accurately to impending software audits, hardware refresh events, or due diligence concerns. We can even extend **ACORN** to integrate with your existing discovery tools, service desk, and purchasing system. The bottom line is this - in very short order, **ACORN will be managing all of the IT assets in your environment!**

# Solution Overview

Built on BigFix and Maximo technology, AIS has created a full life cycle asset management solution that combines the power of IBM software with AIS' asset management expertise and flexibility. **ACORN** incorporates well-defined, industry best practices, work flows, and processes for rapid deployment. **ACORN** provides automated "always on" IT asset discovery along with automated endpoint software inventory and usage reporting. You can use the real-time, accurate, and predictable data that **ACORN** provides to link authorized licenses with their contracts, reclaim underused licenses for efficiency and cost savings, and support reporting for regulatory compliance.

And **ACORN** is easy to use. **ACORN** incorporates a **one page Start Center for Software Asset Managers** that readily identifies and prioritizes software asset issues so they can be promptly resolved. The Active License dashboard (below) is part of the Software Asset Management Start Center. This dashboard enables Software Asset Managers to identify software that is over-deployed or under-deployed and then alerts the IT department so appropriate actions can be taken.

License	License Name	Capacity	Available
1017	Adobe Acrobat Pro	3	-5.00
1020	Microsoft Visio Professional 2010 14	6	-2.00
SNAGIT-10	Snagit v10	15	14.00
WINZIP09	WinZip v9 Standard	15	14.00
SEP121114-1	Symantec Endpoint Protection	18	12.00
SEP121114-2	Symantec Endpoint Protection	7	7.00
PROPLUS2010	MSDN - ProPlus 2010	12	8.00
SNAGIT-11	Snagit v11	15	14.00
WINZIP15	WinZip v15.0 Standard	15	15.00
WINZIP16	WinZip v16 Standard	15	14.00
WINZIP17	WinZip v17 Standard	15	13.00
SP73-05670	License Agreement# 61329576	3	0.00
MOZYPRO	MozyPro Online Backup	2	0.00
MSDN	Visual Studio Professional Ed. w/ MSDN Premium	1	0.00

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Software Active License Portlet provides real time information about software compliance

"Managing software contracts is very complex. Organizations must take into account the vendor licensing model, version of the software, the platform the software resides upon, and the number of users authorized to deploy the software. To date, most automated solutions have failed because they require multiple tools that have to be integrated and are too complex to maintain."

— Jeff Stoddard, CEO  
Advanced Integrated Solutions

**Hardware Asset Managers have a one page Start Center** as well. This Start Center helps them manage IT assets through the acquisition and retirement process, tracks service requests, work orders, and applications, and provides Key Performance Indicators (KPI's) for more insight into important issues.



Hardware Key Performance Indicators (KPI's) for more insight into important hardware issues

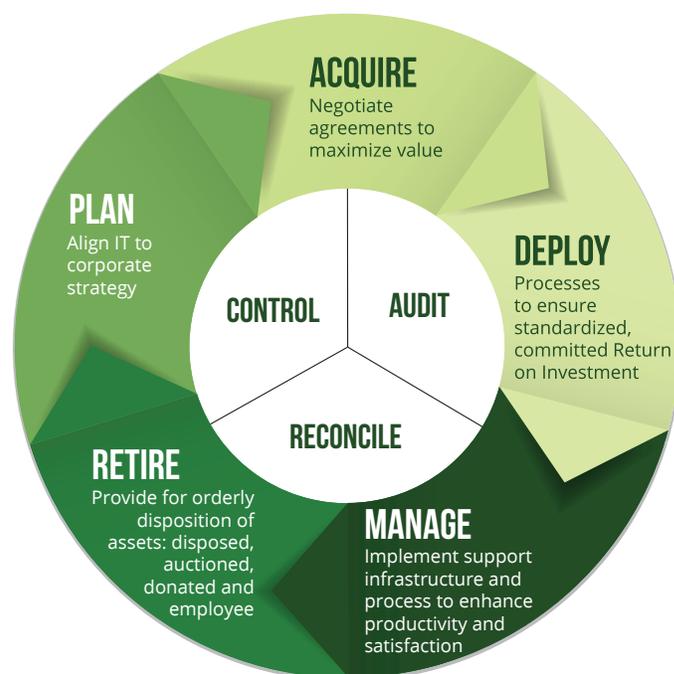
## Know What You Own Control What It Costs

Replacing inaccurate, expensive and time-consuming software audits with continuous visibility, assessment and reporting benefits the entire asset management organization. Financial managers see the entire inventory and analyze assets ROI quickly. Purchasing managers look at orders enterprise-wide for price comparisons, discounting and standardization. Contract managers gain insights to support vendor negotiations and monitor supplier performance. Software asset managers optimize licensing to avoid over- and under-purchasing. Hardware asset managers understand lease and maintenance status to plan better for upgrades. Risk managers attain the asset details they need to ensure vendor and regulatory compliance.

And while each management role has its own reasons for using asset data, cross-functional access to information also is necessary. Managers share common concerns including 1) visibility into how hardware and software are used, as well as how they relate to other IT and corporate assets; 2) the ability to monitor assets to cost-effectively prove compliance with software license agreements; and 3) the ability to save money by redeploying, downgrading or discontinuing contracts on unused or rarely-used software and hardware. **ACORN** provides a single, platform for seamless access and insight into the necessary range of asset information.

## Solution Value

**ACORN** will provide you with a full life cycle IT asset management solution with automated discovery and analytics for software and hardware across multiple platforms as well as financial, maintenance, procurement and contract information, in one easy-to-use Web interface. Your assets will be populated in a centralized, fully federated IT asset repository that is ITIL V3 certified.



*Asset Management Lifecycle*

Associated Products Filter 1 - 10 of 10

Software	Version	Release	Role	Platform	Deleted?	Manufacturer	Part Number	Total Deployed
Microsoft Access 2010 for M	14	14.0	SOFTWAREPRODUCT	DISTRIBUTED	<input type="checkbox"/>	Microsoft Corporation		3
Microsoft Word 2010 for Mi	14	14.0	SOFTWAREPRODUCT	DISTRIBUTED	<input type="checkbox"/>	Microsoft Corporation		3
Microsoft Office Communic	14	14.0	SOFTWAREPRODUCT	DISTRIBUTED	<input type="checkbox"/>	Microsoft Corporation		0
Microsoft SharePoint Work	14	14.0	SOFTWAREPRODUCT	DISTRIBUTED	<input type="checkbox"/>	Microsoft Corporation		3
Microsoft Excel 2010 for Mi	14	14.0	SOFTWAREPRODUCT	DISTRIBUTED	<input type="checkbox"/>	Microsoft Corporation		3
Microsoft OneNote 2010 fo	14	14.0	SOFTWAREPRODUCT	DISTRIBUTED	<input type="checkbox"/>	Microsoft Corporation		3

*Software products categorized by Suite*

## Solution Benefits

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When you employ **ACORN** your company will realize an extensive range of benefits:

**Full Life Cycle Management** – from planning, acquisition and deployment to management and retirement, ACORN will allow you to carefully manage all of your critical assets, connected or not, throughout the life cycle, to help control costs, enhance planning and reduce waste.

**Plan** – support IT budgeting and accounting cycles, align your IT budget with business asset requirements, ensure your asset's financial value is accurately reflected on the balance sheet (purchase, lease, retirement) and demonstrate which software assets are underutilized to repurpose or retire them.

**Acquire** – Negotiate vendor agreements; set approval workflow for asset requisitions and purchase orders; redeploy underutilized assets; automatically reorder based on stock levels; receive assets; validate invoices; and link to contracts.

**Deploy** – automatically create asset records; tag, assign, and deploy assets; and track asset changes, movements and returns.

**Manage** – perform asset reconciliations to compare authorized versus deployed assets; record moves, additions, and changes including lost and stolen assets; account for cost of asset operation; manage service requests against assets; support internal and external software audits; and manage warranty and contract renewals.

**Retire** – strategically plan and track end-of-life options in adherence with corporate and regulatory requirements; track asset cleaning; manage asset disposal, auction, donation, or employee purchases; return leased assets; provide end-of-life data to finance.

**Extend** – remain agile by utilizing a highly flexible solution that readily integrates with existing Service Management and ERP solutions and by leveraging IBM's ITIL processes that reside within ACORN.



## For More Information

To find out more about Advanced Integrated Solutions and the AIS **ACORN** solution, please visit:

[www.aiconsulting.net](http://www.aiconsulting.net)

The AIS **ACORN** solution delivers end-to-end IT Asset Management. With rapid time to value, and easy to use interface, **ACORN** combines the power of IBM technology with the business acumen and expertise of AIS, an IBM Premier Business Partner. If you've been seeking a solution that will solve your IT Asset management problems - **ACORN** is the answer.

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