

# SAMBASELINE

Software Balance  
Sheet with "Money-back  
Guarantee"

SAM Baseline is a service of Raynet.



# SAMBASELINE

## Software Balance Sheet with a “Money-back Guarantee”

Presumably, you have already received a request from the publisher for a remote or onsite license check?

Or even a letter from a certified auditor to announce an audit?



This means it is high time to choose a partner who will protect you against the biggest threat resulting from inaccurate licensing. This again requires an uncompromising clarification of your actual license situation. Because both, over and under-licensing, can be a costly issue.

The implementation of such a project is called “SAM Baseline” – It is already established as an effective measurement on the market.

How does this project work and what is the plan of procedure for it?

SAM Baseline provides transparency, creates legal affirmation and offers the best possible method to professional license management. At the same time, it is the ideal point of time to test the annual, often high and unmanageable costs for software. Experts estimate that up to 30% of the annual software costs can be saved within the first year of establishing a license management system. Many companies can secure a high, six-figure amount, which again compensates the project costs by far.

As a leading company in license consultancy and tool publishing, we are willing to issue a guarantee of success. If we cannot save at least 10% of annual software costs for you, our services will be absolutely free! There is zero risk and nothing to lose.

### Benefits

- Transparency on all used software products of the publisher
- Transparency on your entitlement of software licenses for use
- Overview on the effective license status
- Legal affirmation and effective compliance
- Audit defense in regards to publishers' audits and announced license checks
- Groundwork for an optimized software procurement
- Groundwork for future contract negotiations with publishers
- Basis for a standardization of the software portfolio

## Overview on the consecutive steps of SAM Baseline:

- 1** The **kick-off workshop** instills the starting point for a successful project, in which all software decision-makers and stakeholders create a common understanding of the objectives to be achieved.
- 2** The **inventory** of used software products delivered by our discovery & inventory product, RayVentory, creates an optimal basis for future project work. High quality data obtained during inventory is essential and will guarantee success during the project. With a recognition rate of almost 90%, we ensure that all software requiring licensing is accounted for.
- 3** For the creation of the **license balance**, two sides need to be involved: Inventory of all existing licenses and contracts with the vendors.
- 4** The **comparison of both databases** with the collected information represents a preliminary license balance from which the first risks and potentials can already be derived.
- 5** To determine the best possible commercial result, all possible user rights are applied within the **consolidation phase** in order to achieve the maximum optimization.
- 6** During the next step, the **inventory data** will be compared with the installed software products and the license requirements resulting from the use of the products, and the result will be documented in a final report.
- 7** At the end of this project, the **final license balance report** showing optimization possibilities and concrete recommendations will be handed over.

**Congratulations – You have accomplished it!**



# RAYVENTORY®

## Smarter Software and Hardware Inventory

RayVentory offers comprehensive hardware and software scans either with an agent or through Zero-Touch agentless technology. It is a web or USB-pen drive which enables the discovery and inventory of computer devices, VMware, Hyper-V hosts and Oracle database instances.

It provides a smart scan and data gathering of physical and virtual devices at low costs as well as comprehensive reports about hardware, software, VMware, Hyper-V and Oracle database servers.

In addition RayVentory removes barriers of complex IT infrastructures and possible limitations of the Works Council allowing data gathering initiated by the end user himself.

### Benefits

#### Various collection methods

- Agent-based and agentless inventory of desktops and server systems
- Legally USB pen drive – enables the discovery of unmanaged or disconnected devices

#### Enables compliance

- Better preparation for software audits through accurate and up-to-date overview of software assets
- Customization possible to meet security requirements

#### Saves time and administrative overheads

- Ability to schedule scans periodically, available 24/7
- Remote discovery possibility



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## About Raynet

Raynet GmbH is a leading and innovative service and solution provider in information technology and specialized in the architecture, implementation and operation of all tasks within "Application Lifecycle Management". Raynet's Headquarters is in Germany and presently has additional locations throughout Germany, the USA, Poland, UK and the Netherlands.

Since almost 20 years, Raynet has supported hundreds of customers and partners with its products and solutions for enterprise application management projects worldwide. These include license management, software packaging, software deployment, migrations, client engineering and much more. Additionally, Raynet maintains and cultivates strong partnerships with leading companies in Application Lifecycle Management.

Raynet products and solutions are unique in design and functionality. Their development is highly driven by our customers and partners who play a big role in the development of our products and are a key reason why our products are always cutting edge. Whether you want to introduce a new deployment tool or to start a SAM project, whether you want to plan a packaging factory or do a migration – Raynet is the choice for best-of-breed-practices in services, products, and solutions for Application Lifecycle Management.

## Next Steps

For more information, please visit our website: [www.raynet.de](http://www.raynet.de) or contact our sales team on +49 5251 54009-0 or [sales@raynet.de](mailto:sales@raynet.de)



SAM  
License Management

RAYVENTORY

RAYSAMi



OM  
Web Portal

RAYDEMAND



EVAL  
Evaluation

RAYEVAL



PKG  
Packaging

RAYPACK



QA  
Quality Assurance

RAYQC

RAYQCad



DEP  
Software Deployment

RAYMANAGESOFTi



MDM  
Mobile Management

RAYMOBILE

Enterprise Application Lifecycle Management