

## SAM Customer Testimonials

Read these quotes from Microsoft Customers to learn more about the positive impact software asset management has made on their businesses, and how it can benefit your business too.

"SAM provides us a greater understanding of how many and what types of licenses we need, and allows us to streamline our spending. We estimate that having a SAM program saves us as much as U.S. \$15,000 a year in IT costs."

**Ramana Gutti, General Manager, Xenosoft Technologies India Pvt. Ltd.**

"Since completing the SAM Assist engagement, we have a high level of confidence in our baseline inventory of software and in how we should manage assets going forward. It's a win for everyone."

**Bill Hicks, Director, Information Technology, Ash Grove Cement**

"If we ... need to bring on new employees, we are now more prepared. Thanks to the SAM engagement, we are in a position to determine what our needs will be and what software licenses we will need to acquire."

**Scott Barnett, Lead Information Technology Specialist, Home Care Medical**

"We can plan, budget and manage our software requirements effectively. We will save approximately 10 percent annually in future software and licensing purchases."

**Mr. Moiz Miyajiwala, Executive Vice President (Finance), Voltas Limited**

"One of the key goals for the company was to move to a virtualization strategy. The Software Asset Management Assist showed us ... how the licensing strategy would work and where we could save money."

**Ken Meszaros, Vice President of IT Infrastructure, Prommis Solutions**

"Implementing a SAM process ensures that we have a clear budget for our requirements for the current financial plan based on various key factors such as new locations, new employees, including replacement for hardware and software that will be retired over the next 12 months."

**Vilas Pujari, Chief Information Officer, ACG Worldwide**

[Read the case studies](#)