



Microsoft SAM for Hosting engagement

Hosting providers that want to offer software services to their customers and include software licenses as part of their service offering should use Microsoft Service Provider License Agreement (SPLA). SPLA is the only Microsoft Volume Licensing program that enables Microsoft products to be used for commercial hosting.

Microsoft Software Asset Management (SAM) for Hosting engagement

A Microsoft SAM for Hosting (SPLA) engagement provides you with recommendations and best practices for taking license inventory and reporting. The intent of the engagement is to help you get the most out of SAM for Hosting, minimize compliance risks, and identify cost-saving opportunities.

SAM engagement benefits

- Helps you enhance SPLA licensing and reporting
- Provides insights into actual usage and consumption
- Minimizes risks associated with non-compliance
- Reduces costs through improved operational efficiencies
- Helps you manage your reporting requirements
- Improves budget predictability
- Aligns IT, procurement and management around organizational goals



33 percent of IT budgets in 2016 went towards hosting services.¹

HOW A SAM ENGAGEMENT WORKS

Every SAM engagement focuses on four phases:



Planning

- Identify Hoster's needs and goals
- Gather information on licensing, IT landscape and business organization
- Confirm scope, process and deliverables
- Arrange access and resources



Data collection

- Take inventory of hardware and software assets and licensing using tools, questionnaires and stakeholder interviews
- Gather information on process and procedures



Data analysis

- Review and validate all collected data
- Compare deployed assets to entitlements and usage to reporting
- Show entire IT estate to Hoster
- Map to an optimized environment based on Hoster's goals



Final recommendations

- Discuss final recommendations with Hoster and engage in data-driven discussions to ensure Hoster's business needs and goals are met

Next steps

Contact your Microsoft SAM Service Partner for more information.



¹451 Research, Hosting and Cloud Study 2016 - The Digital Revolution, Powered by Cloud, 2016