Makro net

Get ready to digital transformation

Makronet is founded in 2000, Makronet is a **Microsoft Gold partner** singularly focused on Microsoft Cloud Technologies and providing high quality solutions and consulting to its clients. Makronet provides customers a single point of contact for all their IT needs including consulting, implementation, deployment and ongoing management of cloud products including Microsoft 365, Office 365, Azure and other Microsoft Cloud products.

- Microsoft CSP Gold Partner

- The owner of the Microsoft 2018 Global '**Country Partner of the Year**' award

- 300+ CSP seats

- 1.000+ customers for SAM Consultation

- Microsoft cloud solutions consultation and ve life-cycle management

- 18 years experince

'Country Partner of the Year'

2018 Microsoft Inspire Session

www.makronet.com

"*Digital businesses cannot function without software, which is forcing IT leaders to deliver better process and cost transparency to improve IT services, license compliance, and alignment with business objectives.*"   *-Gartner*

The need for ongoing SAM services is growing

The cloud is necessary... but a disruption	Gartner predicts that, by 2017, **75% of cloud acquisition will be unapproved and untracked.**[1]	"By 2019, cloud computing and the new digital economy will cause **subscription pricing to overtake perpetual licensing and maintenance.**"[2]	"By 2020, enterprises with an effective **SAM practice will reclaim 25% to 30% of their total software spending**, compared to enterprises that do not."[3]
	2017	2019	2020

Criminals are becoming more sophisticated	160M	$400B	140+
	Data records compromised from top 8 breaches in 2015[4]	Is the cost of cyberattacks to companies each year[5]	Median # of days between infiltration and detection[6]

[1,2]Gartner, Software Asset Management Is Now a C-Level Imperative, 3 March 2016
[3]Gartner, Three Steps to Create an Effective SAM Tool Strategy With Gartner's Tool Decision Framework, 15 February 2017.
[4]IDRC Data Breach Report, 29 December 2015

[5]Lloyds of London, Companies Lose $400 Billion to Hackers Each Year, 8 September 2015
[6]MarketWatch, Press Release: FireEye Releases Mandiant M-Trends Report With Insights From Advanced Attack Investigations, 26 February 2016
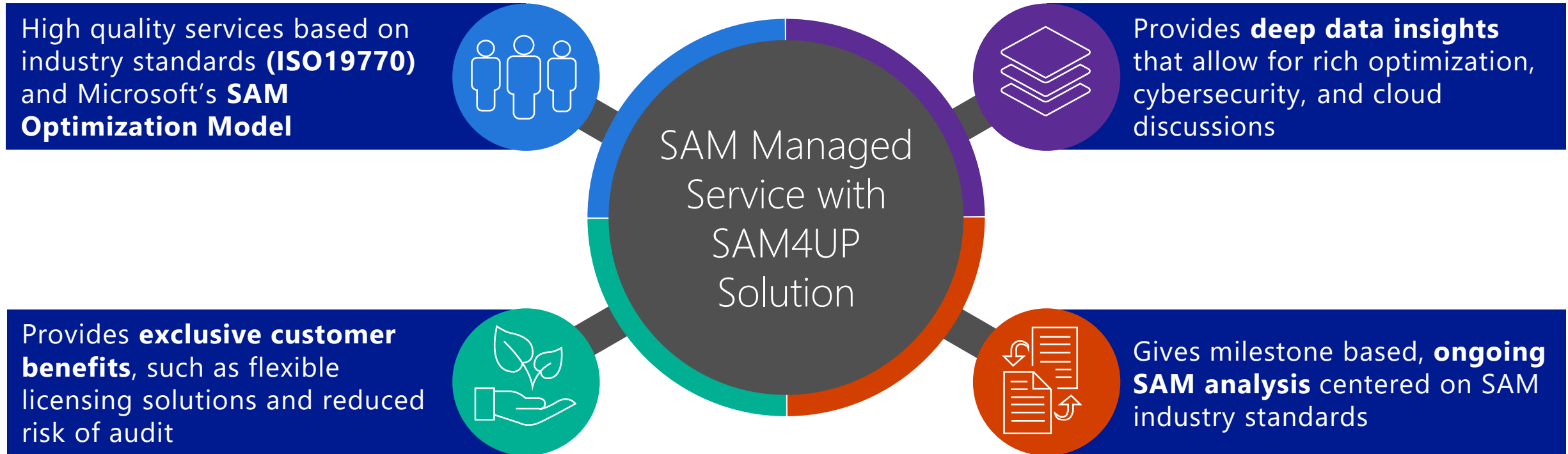
Microsoft SAM Managed Service Program

The Microsoft SAM Managed Service Program offers a continual, governance-based, outsourced service based on SAM industry standards (ISO 19770) and the Microsoft SAM Optimization Model (SOM). This program helps you establish and maintain an ongoing SAM plan throughout your organization enabling you to make real-time IT and licensing decisions, reduce risk, and help achieve your current and future IT vision in alignment with your business.
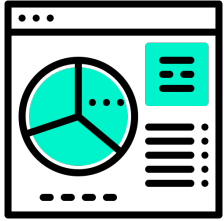
SAM4UP Program Overview

SAM Managed Service Program with **SAM4UP** offers a unique set of SAM services and benefits for you.

SAM4UP

SAM Managed Service with SAM4UP Solution

High quality services based on industry standards **(ISO19770)** and Microsoft's **SAM Optimization Model**

Provides **deep data insights** that allow for rich optimization, cybersecurity, and cloud discussions

Provides **exclusive customer benefits**, such as flexible licensing solutions and reduced risk of audit

Gives milestone based, **ongoing SAM analysis** centered on SAM industry standards
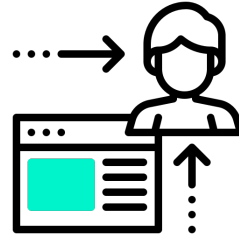
Other competencies

MyAdmin self-service portal

Providing our self-service portal solution MyAdmin for simplifying cloud licensing operations by monitoring from SAM4UP dashboard and improving security with automated "Secure Score" assessment.
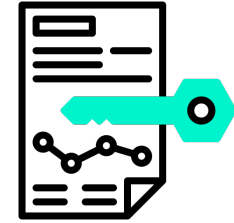
Value -Added and Strategic Consultation

Getting value - added consultations such as cloud productivity, Cybersecurity, Server and Infrastructure Optimization and many more for your SAM Managed Service Program.

SAM Optimization Model

Ongoing SOM and licensing optimization roadmap consultation to help move you to a higher level of maturity with their SAM policies, procedures, and governance.

End - of life product guidence

Identifying products at, or coming to, end-of-support and provide guidance on what you need to do to migrate to the most up-to-date products.

Understand Your Current Environment

Understand your true requirements and match those to the actual capabilities to maintain control and reduce your overall cost (ROI) by implementation of deep licensing expertise.

Additonal Deliverables

Additional deliverables provided by Microsoft such as 'Fresh Start' licensing, reduced risk audit, special offers and trainings such as regular technology roadmap discussion.

Makro net

SAM4UP

Microsoft Partner
2018 Partner of the Year Winner
Turkey Partner of the Year
Microsoft

Exclusive program benefits from Microsoft

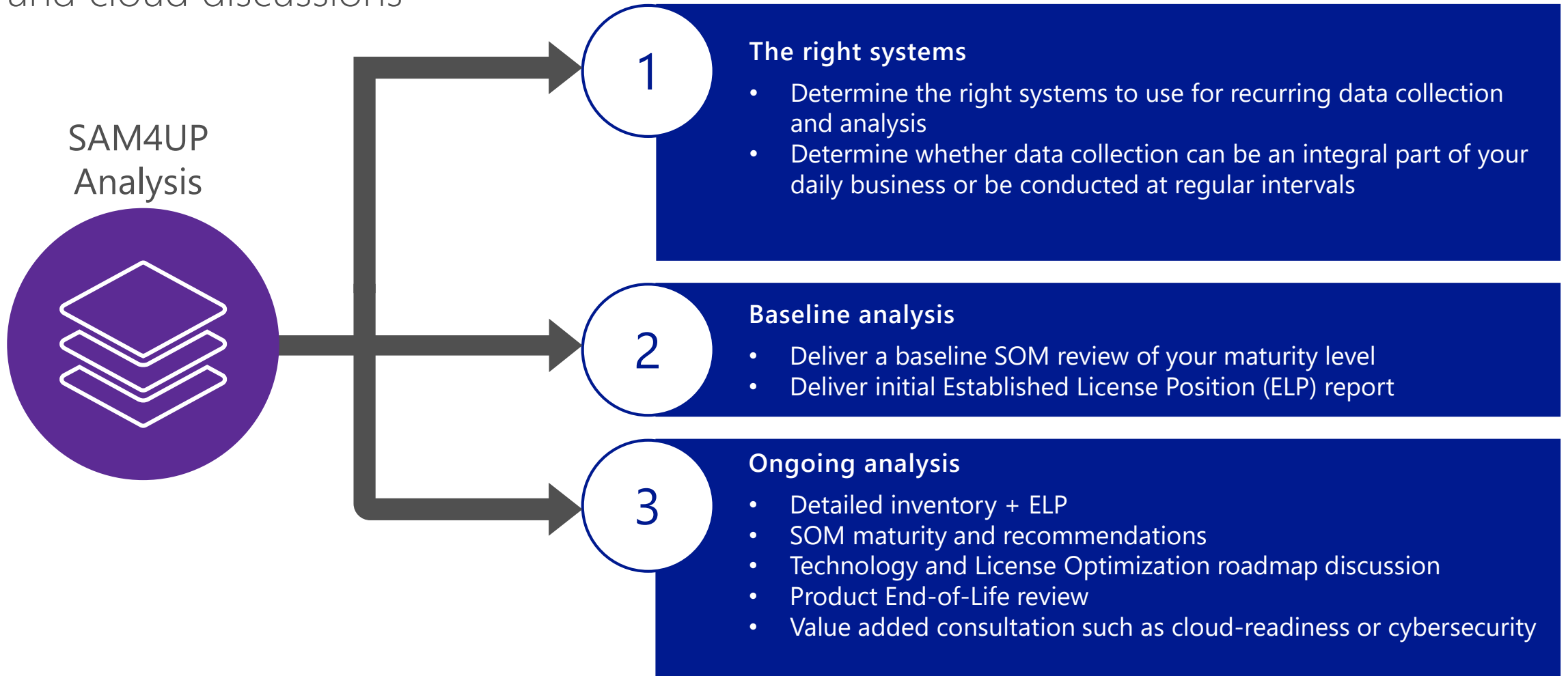Customers who commit to this program receive exclusive program benefits

Microsoft

- A "Fresh start" with Microsoft licensing
- **Flexible licensing** solutions and optimization
- **Reduced risk of audit** (license compliance verification)
- **Special offers and training** opportunities
- **Ongoing** Microsoft product **end-of-life guidance,** SOM **maturity tracking,** and **value-based** consultations

Data driven analysis

SAM4UP provides deep data insights that allow for rich optimization, cybersecurity, and cloud discussions

SAM4UP Analysis

1 The right systems

- Determine the right systems to use for recurring data collection and analysis
- Determine whether data collection can be an integral part of your daily business or be conducted at regular intervals

2 Baseline analysis

- Deliver a baseline SOM review of your maturity level
- Deliver initial Established License Position (ELP) report

3 Ongoing analysis

- Detailed inventory + ELP
- SOM maturity and recommendations
- Technology and License Optimization roadmap discussion
- Product End-of-Life review
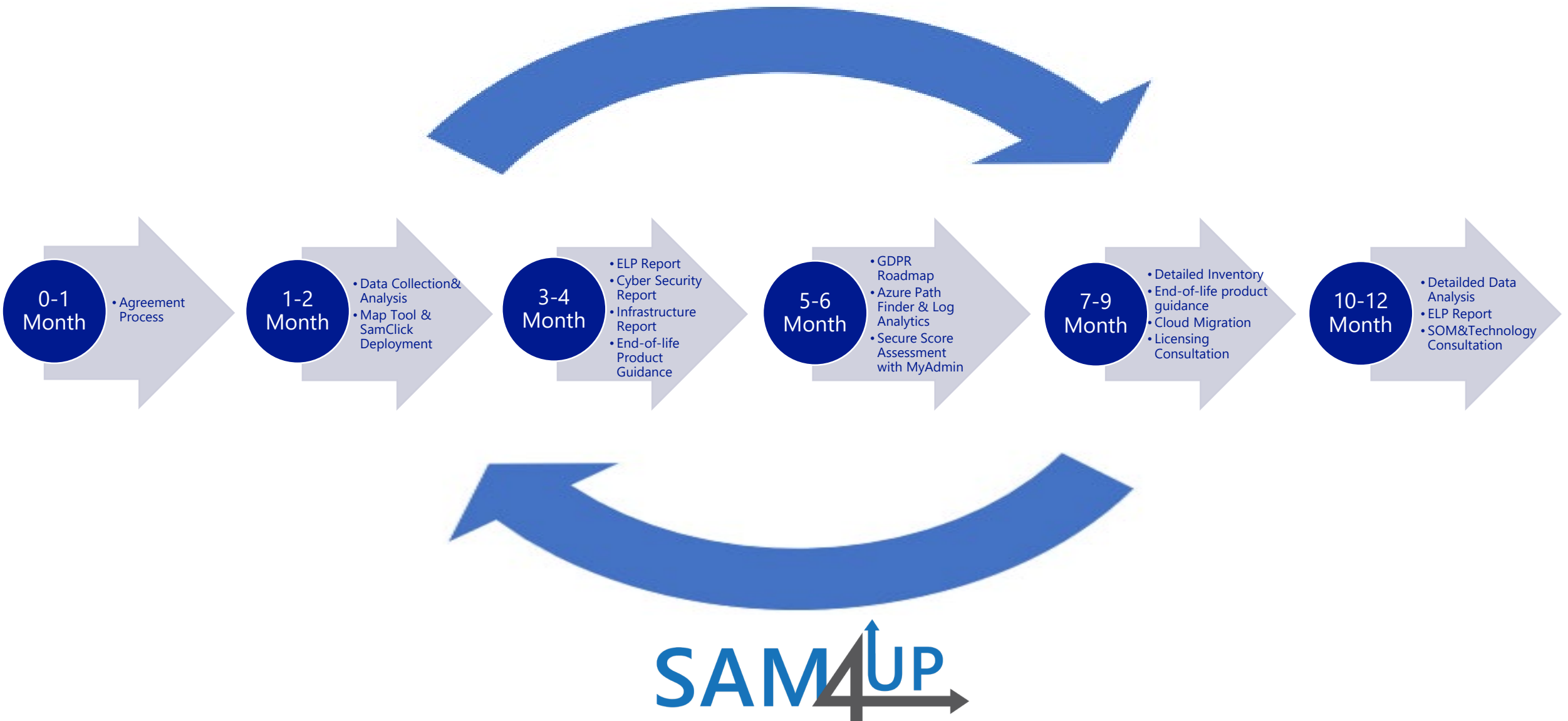- Value added consultation such as cloud-readiness or cybersecurity

Example timeline

Timeline may vary by customer depending on systems and needs

DELIVERABLE / POE	START	MONTH 3	MONTH 6	MONTH 9	MONTH 12	MONTH 15	MONTH 18	MONTH 21	MONTH 24	MONTH 27	MONTH 30	MONTH 33	MONTH 36	MONTH 39
			YEAR 1					YEAR 2				YEAR 3		
Customer / Partner Contract Signed	✓ (red)													
Detailed inventory (EDP) through IAM		✓		✓		✓		✓		✓		✓		✓
Effective License Position (ELP) through IAM for Microsoft only		✓				✓ (red)				✓ (red)				✓
SOM Maturity Assessment and Recommendations		✓				✓				✓				✓
Technology and License Optimization Roadmap Discussions		✓		✓		✓		✓		✓		✓		✓
Product End-of-Life Review		✓		✓		✓		✓		✓		✓		✓
Value Added Service:														
Cybersecurity Review		✓		✓		✓		✓		✓		✓		✓
- OR -														
Cloud Productivity Review		✓		✓		✓		✓		✓		✓		✓
- OR -														
Other Value-based Review such as Server Optimization		✓		✓		✓		✓		✓		✓		✓

Legend: ✓ = deliverable to customer, shared with Microsoft   ✓ (red) = deliverable between partner and customer only

✉ Contact Us

Makro net

Microsoft Partner

2018 Partner of the Year Winner
Turkey Partner of the Year

■■ Microsoft

Makronet Office

Atasehir Blv. Ata 2/3 Plaza
Floor: 7
No: 61 – 62, 34758 Atasehir
İSTANBUL / TURKEY

Phone

+90 (212) 455 0 555

Email / Website

cc@makronet.com
www.makronet.com