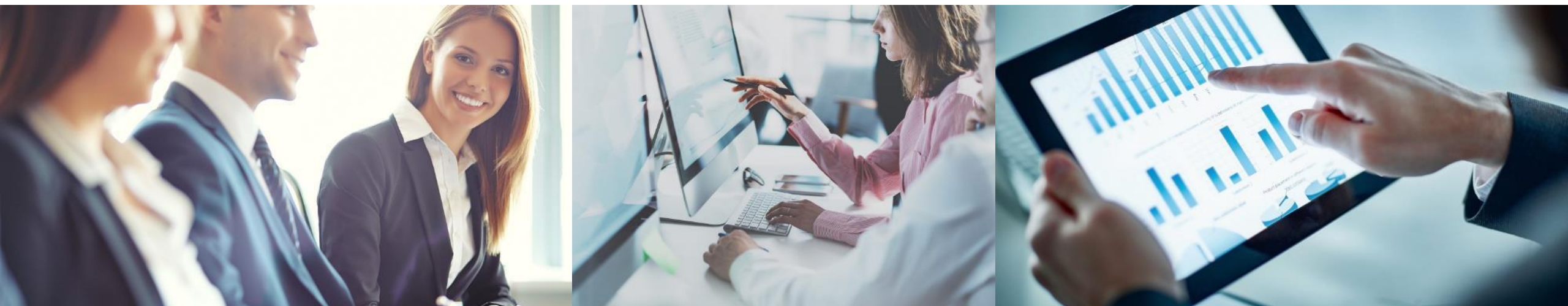# COMTRADE
SYSTEM INTEGRATION

Rapid License Optimization Solution

WHAT IS RAPID LICENSE OPTIMIZATION?

Comtrade Rapid License Optimization is engagement with a plan for providing a complete picture of the IT investment and creating strong alignment between IT and business goals.
With Rapid license Optimization software we create models as repeatable methodologies for a predictable approach.

WHAT TO EXPECT FROM AN RLO

Rapid License Optimization engagement focuses on four phases

PLANNING

Gather information about your infrastructure background

Identify engagement plans and goals

Set up appointments and arrange access to begin data collection and analysis

DATA COLLECTION

Take inventory of software assets using inventory tools, questionnaires, and interviews with key stakeholders

Map inventory data, usage, and license entitlements

Collect data related to cybersecurity assessment recommendations

DATA ANALYSIS

Review and validate all collected data

Analyze your SAM maturity level related to current policies and procedures

Review your current environment and map it to an optimized environment based on your goals

FINAL RECOMMENDATIONS

Presentation of our results, recommendations, and next steps through an overview presentation and detailed set of reports

COMTRADE
SYSTEM INTEGRATION

Digital transformation is changing the way business works

Reducing the cost and complexity of IT management
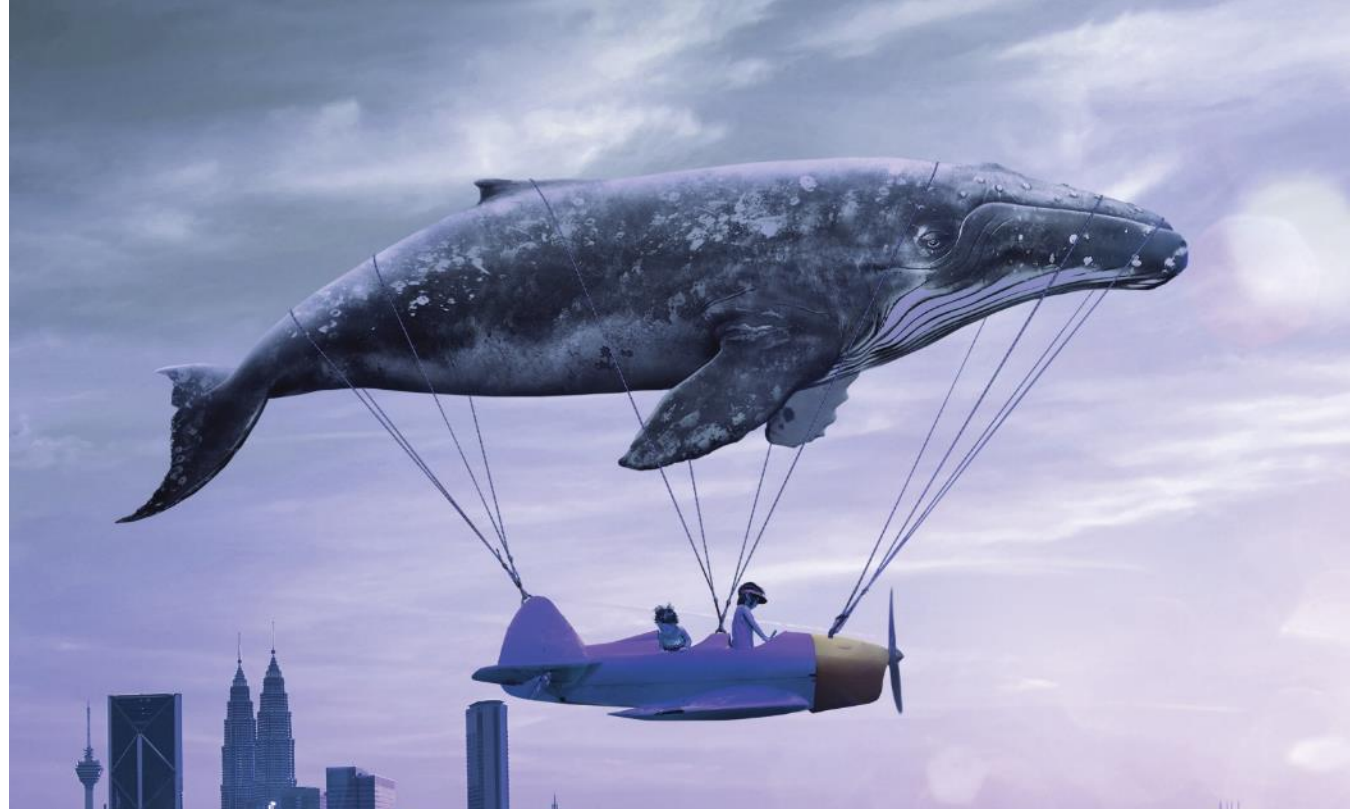
Adapting quickly to changing business needs

Keeping employees productive anywhere, anytime

Enabling consistent connectivity and personalized interactions

COMMON PITFALLS

There are numerous types of Software Asset Management implementation and each has its own advantages and challenges. There are however, some common pitfalls that can potentially impact on the success of the RLO program.

SHADOW IT

Independence within the workplace can be a positive thing. However, when IT solutions are purchased and used within an organization without going through the appropriate procurement channels, the overall integrity of the RLO strategy is affected. A strategy must be in place to avoid this occurring.

DATA DISTRIBUTION

The presence of hybrid environments means that companies are dividing their inventory, programs and data between on-premise infrastructure and data centers and other services in the cloud. RLO programs must aggregate all data and centralize it in order to gain a complete and accurate overview of IT assets.

SAM AUTOMATION

Many organizations make the mistake of attempting to entirely automate their Software Asset Management program. Although certain processes can be automated, truly effective software management requires ongoing and regular maintenance, as well as analysis and monitoring by an experienced team.

THE CYBERCRIME LANDSCAPE IS CHANGING

75% of cyber criminals gain corporate network access through stolen user credentials

Only **38**% of global organizations claim they are prepared to handle a sophisticated cyberattack

More than **80**% of employees admit to using unapproved SaaS apps for work purposes

70% of the 10 most commonly used devices have serious vulnerabilities

RLO COVERS CYBERSECURITY

Cybercriminals today are using more sophisticated methods to get inside networks

PLATFORM

IDENTITY

Credential theft

Stolen passwords/
Password protection

DEVICE

Unmanaged

Lost/stolen

APPS & DATA

Data breaches

Unknown
downloaded apps

INFRASTRUCTURE

Outdated security

Lack of management

COMTRADE
SYSTEM INTEGRATION

Microsoft Assessment and Planning Toolkit

File   View   Tools   Help

Inventory and Assessment
- ⊞ **Data Collection**
- ⊞ **Desktop**
- ⊞ **Server**
- ⊞ **Virtualization**
- ⊞ **Cloud**
- ⊟ **Database**
  - Microsoft SQL Server Discovery
  - Microsoft Database Consolidation
  - MySQL Discovery
  - Oracle Discovery
  - Sybase Discovery
- ⊞ **Software Usage Tracking**

Microsoft SQL Server Discovery Summary Res

⊟ **Microsoft SQL Server Component Versions**

- ■ Microsoft SQL Server "Denali
- ■ Microsoft SQL Server 2008 R
- ■ Microsoft SQL Server 2008,
- ■ Microsoft SQL Server 2005,
- ■ Microsoft SQL Server 2000,
- ■ Insufficient data, 3

SQL Server Version	Count	Instance Count	Per

SQL Server Discovery

Steps to complete

✓ Collect inventory data   277 Machine(s), 92 % Success on 08/01/2016 11:31

Options

▦ Generate SQL Server Assessment Report

▦ Generate SQL Server Database Details Report

Details

103 Total Count

- 0 SQL Server 2014
- 32 SQL Server 2012
- 47 SQL Server 2008 R2
- 17 SQL Server 2008
- 6 SQL Server 2005

SQL Server Versions

- ● SQL Server 2014
- ● SQL Server 2012
- ● SQL Server 2008 R2
- ● SQL Server 2008
- ● SQL Server 2005
- ● SQL Server 2000

Licence Optimization   Home

Choose inventory products for a report!

☐ **Microsoft**

☐ **Oracle**

☐ **Linux**

❯ Next

- ● Database Engine Services
- ● Integration Services
- ● Analysis Services
- ● Reporting Services
- ● Master Data Services
- ● Data Quality Services

Ready

A CERTIFIED MICROSOFT PARTNER

Microsoft Certified Professional
Software Asset Management (SAM) Core ID 713

References: Lukoil Srbija, Grah Automotive, AKS Fleet, Erste Bank ad

WHY COMTRADE

Long-lasting Microsoft Partnership
Microsoft partner since 2001, Gold partner since 2004 and Licensing Solution Partner since 2009.

Microsoft SAM Expertise
Microsoft Certified Professional Software Asset Management (SAM) – Core ID 713.

Experienced Professionals
Our engineers and project managers hold leading industry certificates and constantly advance their knowledge and skills through training and certification programs.

Excellence
The first Microsoft Gold Cloud Platform Partner and the only Gold Cloud Customer Relationship Management competency holder in the region.