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
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
- Reducing the cost and complexity of IT management
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.

- **IDENTITY**
  - Credential theft
  - Stolen passwords/Password protection

- **DEVICE**
  - Unmanaged
  - Lost/stolen

- **APPs & DATA**
  - Data breaches
  - Unknown downloaded apps

- **INFRASTRUCTURE**
  - Outdated security
  - Lack of management
Choose inventory products for a report!

- Microsoft
- Oracle
- Linux

Next
A CERTIFIED MICROSOFT PARTNER

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

References: Lukoil Srbija, Grah Automotive, AKS Fleet, Erste Bank ad
Long-lasting Microsoft Partnership

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.

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