5 Reasons
Five reasons for selling
SAM-as-a-service with LicenseWatch SPE

1 Customers want and need it

Research studies conclude that many organizations have crossed the first barrier of compliance and have acknowledged the value of continuous SAM. This presents an opportunity for SAM as a Managed Service, especially for Small and Medium Enterprises. So far these organizations have been vary of implementing a continuous SAM solution due to existing tools being too complex, too expensive, and because implementation cost were too excessive. The availability of the LicenseWatch SPE platform has changed this. Service providers can now implement SAM services using the platform. Delivery is quick and easy while pricing is pay-as-you-go at an attractive rate.

2 Great revenues with minimal investments

Delivering SAM as a service to you customers presents great revenue opportunities. Apart from the recurring SAM related service revenue from helping the customers being and staying in compliance there are also great opportunities for additional sale. By having the complete overview of the customer´s software landscape you can assist in optimizing their IT- and software infrastructure, cut out competition, and develop strategic relationships with your customers. Furthermore the implementation cost for LicenseWatch SPE is minimal. Apart from standard hardware in your datacenter the implementation efforts and user training have been reduced significantly considering LicenseWatch SPE is deployed on Windows server infrastructure by using a wizard tool and the user interface is exceptionally intuitive. Since the pricing model for LicenseWatch SPE is pay-as-you-go no upfront software investment is required.

3 Quickly implemented; instant results

LicenseWatch SPE provides a very efficient way of connecting new customers. Subsequently creating a new customer profile simply download a few MSI files which need to run at the customer side to connect computers, the Active Directory, and possible other data sources. The remaining installation is completely automatic and the customer data appears in your LicenseWatch SPE instance at our datacenter. This remarkably reduces time and money spent when initiating new customers. Moreover it means you can deliver results to your customers rapidly. As a further addition the LicenseWatch Oracle Connector provides a detailed and complete inventory overview of the complete Oracle database.

ABOUT LICENSEWATCH
LicenseWatch provides you with cost effective control and ensures you are always in compliance.

COMPLETE OVERVIEW OF INSTALLATIONS
Our leading technology quickly reveals software installations and usage including supporting licenses.

FAST IMPLEMENTATION
Lengthy and costly deployments are a thing of the past. Typically installed and configured within a day, you promptly begin gathering your software information.

LicenseWatch

4 Only LicenseWatch provides this return of investment

With minimal upfront investments needed and a pay-as-you-go pricing model License-Watch SPE is not merely the solution of choice for Managed Service Providers but also for customers served by these. Since you already have several relationships with customers by providing your current solution, the delivery of SAM-as-a-service is the logical next step. No similar tools on the market deliver all the necessary functionality and provide the same ROI as LicenseWatch SPE.

5 Intelligent License Management

The LicenseWatch SPE includes a constantly updated Software DNA database containing all information of which software is located on your customers' hardware and which licensing requirements they have. Several standard tasks like implementing up-and downgrade rights are performed automatically making it uncomplicated and time saving for you to provide license management services. The system reminds you when agreements are in need of renewal or when a true-up is due which ensures your customers always will have maximum utilization of their software estate.

Next steps…

Are you an ICT / Value Added Reseller or Service Provider who would like to seize this great opportunity and begin offering your customers Software and License Management services and products? And do you want to work with a reliable cutting edge technology provider who will not go behind your back and sell to your customers directly? Then contact us. At LicenseWatch we enjoy working with our Channel Partners as true business partners.

Contact us today at sales@licensewatch.com for further information.

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