

**LICENSE
LOGIC**

LicenseLogic LLC
1090 Vermont Ave NW
Sixth Floor
Washington, DC
20005-4095

phone
(202) 789-4445
fax
(202) 289-7097

www.licenselogic.com

Advanced Software Manager Seminar Syllabus

Advanced Software Manager Syllabus

Section 1: SAM Processes

- Process Importance to SAM
- Software Lifecycle
- SAM Processes
- Best Practice Considerations

Section 2: Software Asset Management (SAM) Automation

- Product and Technology Review
- Software Usage
- Contract Management

Section 3: SAM Program Team

- SAM Core Team
- Identifying Stakeholders
- Functional IT Roles
- Functional Business Roles
- Program Technical Resources
- Mapping Functions to Your Organization

Section 4: SAM Program Assessment

- SAM “Best Practices Reference Model”
- Data Gathering
- Gap Analysis
- Identify and Quantify Potential Benefits

Section 5: SAM Program Implementation

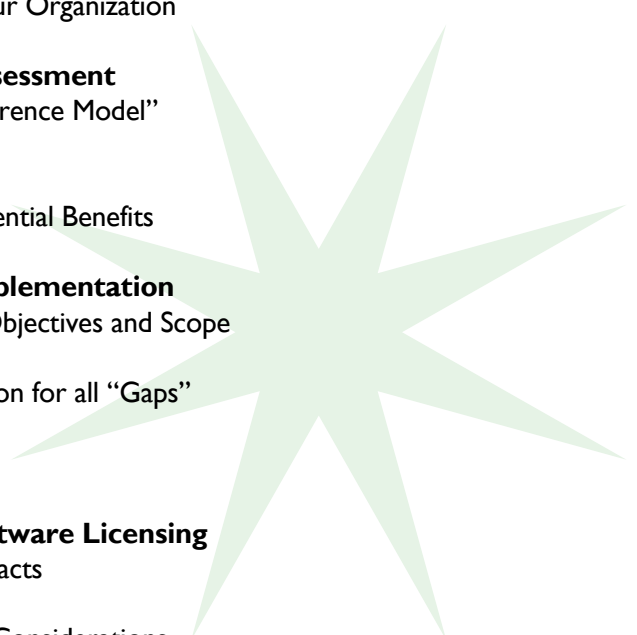
- Establish SAM Program Objectives and Scope
- SAM Operations Manual
- Determine course of action for all “Gaps”
- Prioritize Major Activities
- Develop a Project Plan

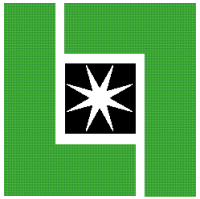
Section 6: Understanding Software Licensing

- Licensing Trends and Impacts
- Other Licensing Impacts
- Organizational Licensing Considerations

Section 7: Software Acquisition Planning

- Obtaining the “Right” License Agreement
- Dispute Management Considerations





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Advanced Software Manager Appendices

Appendix A: Software Inventory Technology

Appendix B: SAM Tools Matrix

Appendix C: Product Selection and Evaluation

Appendix D: Sample SAM Position Descriptions

Appendix E: Sample SAM Assessment Documents

Appendix F: Sample SAM Policies

Appendix G: Sample SAM Program Implementation Plan

Appendix H: Organization Licensing Analysis

Appendix I: License Model Analysis

Appendix J: Sample Standard Software License Terms and Conditions

Appendix K: Software License Negotiation

