

SAM Process Maturity Assessment

The ITAMOrg Process Maturity Assessment takes a best-in-class SAM process experience and combines it with industry leading report generation techniques to provide the end user with a defined and precise report as to where their company needs to focus if it wishes to climb the SAM maturity ladder.

A core 100-question assessment seeks to streamline the information gathering experience by drilling down on whether knowledge management and continuous improvement underpin how a client handles its software assets.

Radio-button responses focus the assessment-taker's mind on the most appropriate answer for a given question, offering you as a partner a clear path as to which processes to focus consultancy on when you discuss the next steps in your SAM engagement with your client.

Features Include:

- Secure storage of responses – 256-bit encryption keeps responses safe
- Log in and log out capabilities for end users – Users can stagger the time they spend completing the assessment
- Radio Button responses to key process questions – This eliminates the need to decipher “coded” answers that might otherwise be offered through free-form responses
- Supporting text qualifying the importance of the question to SAM – So even the SAM novice can complete the survey
- Optional questions which can be used to add extra value (and therefore add extra revenue)

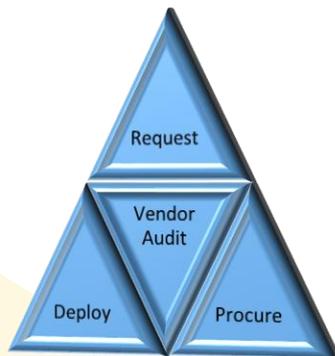
Benefits Include:

- Near-real time generation of the report – so no prolonged waiting to find out how well you're doing handling your software assets.
- A score that rates your organization into a category that corresponds to the level of SAM maturity in your organization. We have defined 4 categories: Passive, Reactive, Proactive and Dynamic.
- Linking of SAM best-practice to IT Operations – being able to demonstrate the value of SAM processes to adjacent IT disciplines only serves to embed SAM (and your engagement) within a company
- Repeat business – climbing the SAM maturity ladder is not a one-time exercise; clients need to benchmark their efforts against a standardised approach. So, returning to a client in a year's time to measure progress will mean this platform can be used again.

For those organizations that wish to expand their cross-sell and up-sell opportunities when making a SAM Suite sale into an organization, this is the ideal platform to take such an idea further. Externally crafted processes could even lay the foundation for a SAM-as-a-Service offering if the client can be guided by the quality experience of technology and process being implemented in a seamless fashion.

Advantages Include:

- The assessment is independent – it is not sponsored/skewed by a SAM tool vendor or a software vendor
- You can add your own questions – if your business supports adjacent IT disciplines to SAM, then you have up to 20 questions of your own that can be integrated into the platform
- With solid, working, and dependable SAM processes in place, longevity of sale is reinforced as the SAM tool's engagement in the company becomes embedded
- An aggressive and compelling list of improvements is already underway to make sales even easier, including:
 - International language support – English, Spanish, German, Brazilian-Portuguese, and French are complete, further languages will follow. Do let ITAMOrg know if you prefer a particular language
 - A “light” (20 question) freemium report – a taster of the 100-question experience
 - “Email a friend” – don't know the answer to a question? Then email that question to someone in the company who does know the answer
 - API Token generation from your partner portal – the light (20 question) freemium report can be hosted from your domain, so you are not diverting traffic to the ITAMOrg website if your clients wish to trial the experience – you can just point them to your web page where they enter their own name and email address
 - License Management questions for the top five software vendors, ISO 19770-1 and Digital Transformation can be added with a check in a tick-box
 - An option to insert a consultant-review of the findings, so reports can be further customised without disturbing the seamless workflow of report generation



The Bermuda Triangle of SAM

Next Steps....

If you are interested in viewing the SAM Process Maturity Assessment with the aim of forming a partnership with ITAMOrg, then you can arrange an online demonstration by emailing us at: info@itamorg.com