



## FrontRange Software Asset Management

Optimize software procurement, deployment and compliance in a single solution

[Solution Overview](#)

Software represents a major expense for any organization – and a significant risk if it's not deployed, licensed and managed effectively throughout its life cycle.

The FrontRange Software Asset Management solution (FrontRange SAM) provides the visibility and control to manage costs and risks across the Windows estate.

This powerful and integrated suite of modules includes best-in-class hardware and software inventory, so you have full visibility of exactly what applications are on the network and how they are being used. Intelligent license management makes it easier to record, validate and then reconcile entitlements against actual installation; while deploying, updating and managing software has never been more simple. Putting people and processes at the center of the equation, the FrontRange SAM solution is unique in providing a built-in project management framework, designed to help organizations accelerate their SAM initiatives and drive greater cost and efficiency savings.

With the FrontRange SAM solution it has never been easier to manage the people, processes and technology that are necessary to bring order to an ever-growing, ever-changing IT estate.

# Lower Costs, Better Control, Greater Efficiency

Imagine being able to deploy applications to thousands of desktops in hours, not months. With the FrontRange SAM solution, software assets can be identified, tracked and managed across the distributed enterprise, so the vast and unruly world of commercial software can be brought under control.

The suite includes four integrated modules

- FrontRange SAM Essentials™
- FrontRange Discovery™ (Web)
- FrontRange License Manager™
- FrontRange NetInstall®

Together, these modules deliver enterprise-class functionality that covers all phases of a SAM initiative, from initial scoping through to ongoing management of the software estate, enabling greater transparency between IT and procurement across the enterprise.

## Scope and Plan

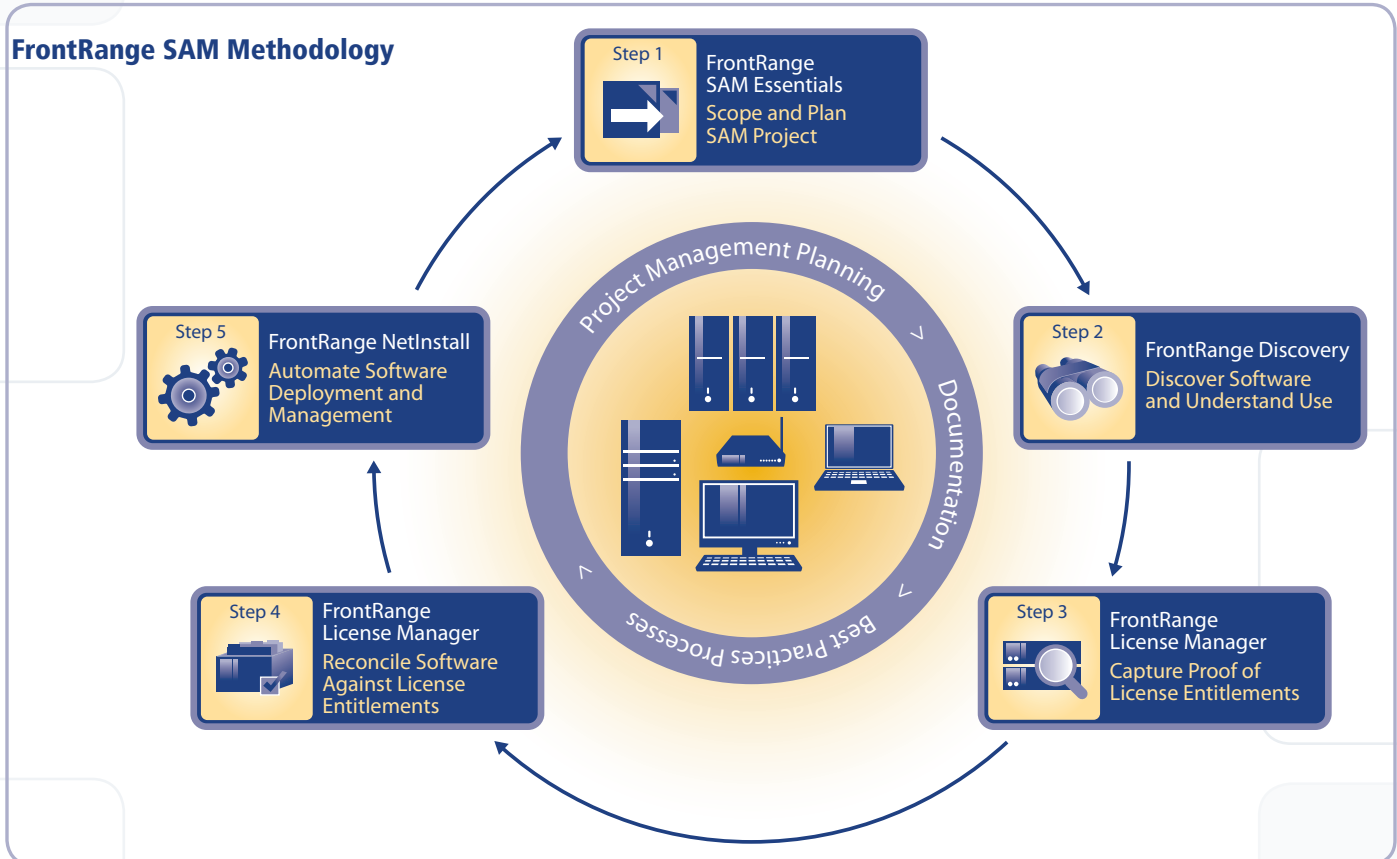
Software Asset Management can be a challenge for any organization, especially if policies, practices, controls and responsibilities are not clearly defined.

The FrontRange SAM solution provides a framework for successful deployment with FrontRange SAM Essentials. This comprehensive project management toolset includes documented workflows and templates to quickly implement SAM procedures. It provides a well-defined process that aligns specifically with Microsoft’s SAM Optimization Model, ITIL® Best Practice Guide for SAM and ISO 19770-1. FrontRange SAM Essentials provides the structure for getting started and an action plan for deploying a sustainable, efficient SAM implementation based on industry best practices.

*“SAM is just as much about people and processes as it is about having the right technology in place. At EDF Energy, we’re using FrontRange SAM Essentials to both reduce the amount of time it will take to see a real return on our investment as well as to ensure that we work in line with recognized best practices.”*

**Nick Sparks**

*Commercial Manager for Software Compliance and Optimization, EDF Energy*



The FrontRange SAM solution streamlines the entire Software Asset Management process. A well-defined, five-step framework makes it easy to get up and running with a SAM initiative that reduces IT costs, simplifies compliance, improves IT service delivery, and brings order and efficiency to the network.

## Discover All Software Deployed

What software programs are deployed across the network? How many of them are used, and how often? FrontRange Discovery provides the FrontRange SAM solution with a full inventory of IT assets. This automated multi-platform, multi-site audit tool discovers all IP-addressable hardware and related software (both physical and virtual, local and remote), and makes that information available to other modules within the suite to help establish licensing compliance and assist with software application deployment.

---

*“FrontRange Discovery has enabled us to regain control, helped us manage costs, and given us the peace of mind that we are compliant.”*

**Scott Graham**

Consumer Credit Counseling Services

---

## Capture Proof of Software License Entitlements

FrontRange License Manager simplifies how software license entitlements are captured and reconciled against the actual installations discovered. Its role-based wizard simplifies the task of entering or importing license information and reduces the time and error of manual data entry, ensuring that proof-of-license entitlements captured in the database are complete, consistent and traceable. License Manager then uses the unique ‘Nexus’ online database of commercial software to automatically validate that the captured information is correct - and also to download the appropriate licensing rules (such as upgrade and downgrade rights, supported languages and more) for the entitlement. The role-based interface makes sure that data capture, reconciliation and reporting tasks can be separated to ensure confidentiality and improve control.

---

*“FrontRange License Manager really opened our eyes to just how little we knew about our IT assets. It gives us complete visibility of all software existing on the network and where it is being used, allowing us to ensure license compliance. It also provides us with a detailed inventory of the hardware on the estate.”*

**David Rose**

Technical Security Specialist, University Hospitals of Leicester

---

## Unique Dynamic Reconciliation

FrontRange License Manager compares license entitlements stored in the repository against the actual software that is deployed across the network, and uses an intelligent rules-based engine and a dynamic “best fit” matching algorithm to reconcile licenses against installed assets. This enables the FrontRange SAM solution to automatically put the organization in the most advantageous license compliance position - making the best use of available licenses and installed software at any given time. The risk, expense and negative publicity of under-licensing is a thing of the past.

## FrontRange SAM solution At A Glance

### Scope & Plan

#### FrontRange SAM Essentials™

A complete and documented project management and training solution for end-to-end SAM implementation. Includes proven best practices, and provides a clear approach to effectively designing, launching and sustaining a SAM implementation.

### Audit Software

#### FrontRange Discovery™

Automated discovery and inventory engine. Brings the entire IT estate into focus by identifying, auditing and reporting detailed information for all software and IP-addressable hardware on the network including location, usage and versions.

### Capture License Entitlements

#### & Reconcile Software

#### FrontRange License Manager™

Radically simplifies the task of collecting license entitlement information and matching discovered software against vendor SKUs to ensure that license entitlements match actual installations. A role-based wizard and automated reconciliation algorithms ensure a cost-effective path to sustained compliance.

### Automate Deployment

#### FrontRange NetInstall®

Automates, regulates and monitors software deployments and updates. Policy-based execution reduces IT time and costs. Compliance status is clearly indicated at all times by means of a traffic light system. End devices are kept up to date, and administrators are free to concentrate on exceptions.

## Automated Deployment

The FrontRange SAM solution includes FrontRange NetInstall, a fully-automated software deployment solution that reduces IT management time and avoids unauthorized installations. Software can be deployed across the corporate network based on prescribed internal policies and user roles such as job description, user profile, employment roles and responsibilities, and more. Once defined, these policies are implemented automatically for every software deployment, ensuring that an organization's rules and regulations pertaining to departments, standards, users and security are enforced. FrontRange NetInstall not only reduces the burden on IT staff for software installations but also improves security and network reliability by requiring that all new software packages be tested and approved prior to first installation.

---

*"Due to automated software management with FrontRange NetInstall the help desk calls from employees having problems with their PCs has reduced significantly, saving us the time and costs of troubleshooting issues."*

**Klaus Stanulla**

*Team and Project Manager, WGV (Württembergische Gemeinde-Versicherung)*

---

## About FrontRange Solutions

FrontRange Solutions develops software and services that growing mid-sized companies and distributed enterprises rely on every day to build up excellent customer relationships and deliver high-quality customer service. The company applies a unique combination of innovation and automation with a standards based approach to simplify core business processes, including IT Service Management, Customer Relationship and Sales Force Management, and Infrastructure Management. More than 150,000 organizations, including some of the world's best known brands use FrontRange services to quickly improve their interactions with external and internal clients and achieve better business results.



### MORE INFORMATION

Discover the benefits of the FrontRange SAM solution. To speak with FrontRange Solutions today, visit [www.fronrange.com/contact](http://www.fronrange.com/contact) or send an email to [sales@fronrange.com](mailto:sales@fronrange.com).

### FrontRange Solutions Inc.

Corporate Headquarters

5675 Gibraltar Drive

Pleasanton, CA 94588

TEL.: 800.776.7889 and +1 925.398.1800

E-Mail: [Sales@fronrange.com](mailto:Sales@fronrange.com)

[www.fronrange.com](http://www.fronrange.com)