A stylized logo consisting of a central vertical bar with horizontal bars extending outwards, resembling a snowflake or a network structure.

# SNOW | Proof of Concept™

## A unique, low cost opportunity to prove the value of Software Asset Management

Software Asset Management (SAM) offers huge benefits to your business in terms of financial savings and license compliance. But until now, building a watertight business case prior to purchase has been difficult. Snow Software's Proof of Concept gives you the opportunity to experience a market-leading license management tool at work in your organisation.

### Benefits

- Reduce your licence costs by up to 30%
- Understand what software and hardware is really installed on your network
- Fully managed trial, minimum input from you
- Fixed price, easy entry level

### How does Proof of Concept work?

- We provide a fully-operational version of Snow Licence Manager to monitor a specified number of PCs in your organisation for a limited period
- You get access to a personalised SAM portal for the period, to view your company's live hardware inventory and license usage information
- Complete assistance to help you access and use the information available

#### STAGE 1: Start-up

Project briefing meeting; basic training; deployment of Snow 'agent'

#### STAGE 2: Progress meeting

Check initial findings; identify areas of interest; provide additional training

#### STAGE 3: Report-back meeting

Key project findings; license savings available; input to business case for SAM

### Clearly defined deliverables...

You get a fast and detailed snapshot of the license situation in your organisation with reports showing:

- license usage data
- license savings available for the 2 month period
- license savings available in year one if you invested in Snow License Manager for your entire organisation
- details of the hardware monitored

### Contact us

To find out how Proof of Concept could work in your organisation:

☎ 020 3326 0300

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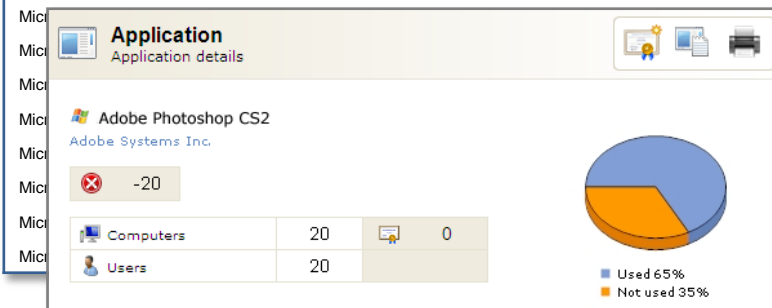
## Delivery

A company tried Snow License Manager and chose to inventory a 100 out of their 600 computers. During the project the company discovered several flaws in their license management, mainly a large differential between installed and used software. They also found several unwanted applications such as file sharing clients and games used during office hours.

On the 100 inventoried computers there were 20 installations of Adobe Photoshop CS3, 7 of them were not used at all during the project. Among the remaining 13 installations two persons used the application in such a way that Photoshop could be replaced by inexpensive alternatives.

The cost savings for Adobe Photoshop CS3 alone was 4 950 £. The aggregated worth for software that could be uninstalled from the inventoried computers after the project was over ended at 23 000 £.

Application	Manufacturer	Type	Installed	Used	Unit price	Differential
Microsoft Office 2007 Project Professional	Microsoft Corporation	License required	20	7	760	-9 880
Microsoft Office 2003 Visio Professional	Microsoft Corporation	License required	10	0	460	-4 600
Adobe Photoshop CS3	Adobe Systems Inc.	License required	20	13	550	-3 850
Microsoft Office 2003 Project Standard	Microsoft Corporation	License required	8	3	550	-2 750
Adobe Creative Suite CS3 Premium	Adobe Systems Inc.	License required	4	3	1600	-1 600
Adobe Acrobat 8 Professional	Adobe Systems Inc.	License required	1	0	420	-25
Nero 7 Premium	Ahead Software	License required	1	0	25	-25
File sharing – Azureus	Aelitis	No license required for installation	5	3	0	0
Adobe Bridge 1.0	Adobe Systems Inc.	License required	4	1	0	0
Adobe Reader 5	Adobe Systems Inc.	No license required for installation	45	22	0	0
Adobe Reader 6	Adobe Systems Inc.	No license required for installation	13	11	0	0
Adobe Reader 7	Adobe Systems Inc.	No license required for installation	74	62	0	0
Adobe Reader 8	Adobe Systems Inc.	No license required for installation	89	52	0	0
Microsoft Office 2007 Enterprise	Microsoft Corporation	License required	5	5	0	0
Microsoft Office 2007 Project Professional	Microsoft Corporation	License required	20	7	0	0



**Application**  
Application details

**Adobe Photoshop CS2**  
Adobe Systems Inc.

-20

Computers	20	0
Users	20	

Used 65%  
Not used 35%

ComputerName	UserName	UsedCount	LastUsed
NBOSXP133	Joshua O'Neill	0	
NBOSXP159	Jennifer Sanders	272	2008-05-04
NBOSXP193	Sarah Williams	0	
NBOSXP221	Mark Allan	0	
NBOSXP249	Mary Long	175	2008-04-27
NBOSXP250	Patricia Müller	31	2008-03-07
NBOSXP251	Anne Brown	109	2007-11-05
NBOSXP253	Angela Ahrens	337	2007-12-18
NBOSXP255	David Hackworth	147	2008-05-02
NBOSXP262	Eric Getty	180	2008-04-30
NBOSXP274	Thomas Crown	97	2007-12-19
P1OSX056	Peter McAuley	4	2007-12-19
P1OSX064	Stefanie Johnson	0	
P1OSX078	Kirsten Cleverley	85	2008-05-04
P1OSX086	Rose Fernandez	0	
P1OSX099	Nic Baker	0	
P1OSX162	Jon Cook	0	
P1OSX179	Nicole Hudson	105	2008-04-24
P1OSX184	Victoria Miller	1	2008-03-20