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# Software Asset Management

**Let Quadrant help you gain control of  
your Software Licensing Universe**

## WITHOUT QUADRANT

- Uncertain of software usage compliance until an audit
- Leads to waste and “over-buying” to ensure compliance
- No consistent approach to remedy possible non-compliance
- IT interpretations of license terms without consistent legal input
- Audits result in “crisis mode” distraction of key resources
- Future IT budgets are set on unverified assumptions

## WITH QUADRANT

- Confidence in accurate accounting for license usage
- Ability to recycle licenses to avoid overpaying and overbuying
- Consistent reporting and correction of possible non-compliance
- Legal approval of software usage patterns and license interpretation
- Solid evidence of compliance in the event of software audits
- Strengthened budgeting using verified software deployment

*Most companies are 20% under-licensed*

*68% of companies can expect at least 1  
software audit in the next year*

*Companies spend between 3% and 6.9%  
of total revenue on software*



**Quadrant offers a team of experienced attorneys, contract management specialists  
and certified Software Asset Management professionals.**

- Analyzing and managing your software compliance with a trained legal and technical eye
- Bridging communication gaps between technical, legal and functional departments
- Building and managing a SAM program that fits your needs and culture
- Experience working within multiple SAM and software management environments
- Defining, drafting and assigning SAM policies, procedures and responsibilities
- Navigating software audits
- Reviewing, drafting and negotiating agreements to ensure adequate protection and overall license term understanding
- Providing consistent visibility and transparency through reporting of your software compliance

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