



# Prelude



An ensemble of  
Project Management,  
Software License Optimization,  
& a dedicated team of licensing experts,

Prelude empowers you to maintain  
an audit-proof software portfolio.

Transform your current SAM solution.  
Audit-proof your Microsoft Portfolio.  
Save money.

## **Build** a Trustworthy & Sustainable SAM process

- Free inventory tools that won't affect your datacenter or desktops
- Deploy an ISO-19770 method to fit your policy & security requirements
- Use SCCM (and other leading solutions)

## **Determine** your License portfolio every 90 days

- Complete desktop & datacenter compliance analysis
- Automatic license harvesting
- Lower your license footprint via documented usage rights
- Optimize your SQL Server footprint

## **Guaranteed** Audit Response against the Microsoft letter

- Bonus compliance review & support by CSAM certified audit experts

# Prelude is different.

# Prelude

Prelude is a **portfolio-based license optimization** service.

That's a fancy way of saying that Prelude is a SAM solution that's focused on license reconciliation via accounting methods.

Prelude includes free inventory tools, free software recognition, and complex 'Usage Rights' rules to save you money.

Your Prelude account comes with a dedicated team of SAM-licensing experts (with real-world audit experience) to help you with all aspects of licensing, from collecting data to responding to a Microsoft audit.

Prelude works with current SAM tools and also for those who are still considering a SAM approach.

Prelude works with inventory data from leading solutions including:

Altiris	MS MAP
Dell Kace	MS SCCM
Landesk	ServiceNow
Lansweeper	Spiceworks
IBM Tivoli	..and more

## Build a trustworthy SAM process

The 'SAM' data is out there but you need a team to get it.

### Build the plan.



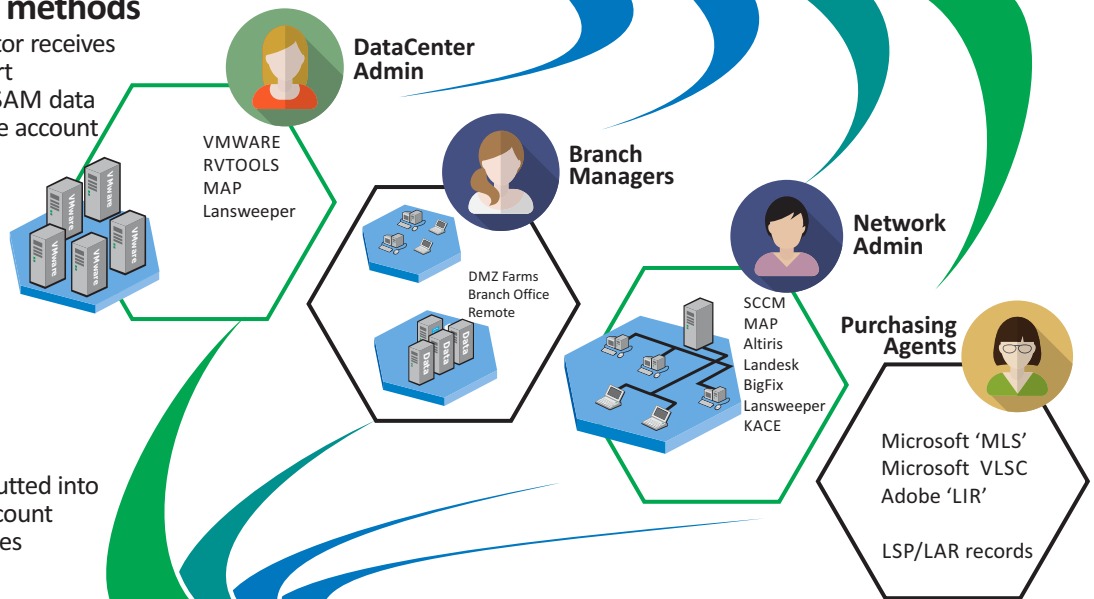
You and your Prelude team build a 'tool, policy & protocol' profile for each department and/or location to help you obtain the proper SAM data.



### Deliver the tools & methods



Each administrator receives tools and support to upload their SAM data into your Prelude account



### Review & reconcile



SAM data is inputted into your Prelude account and licensing rules are applied

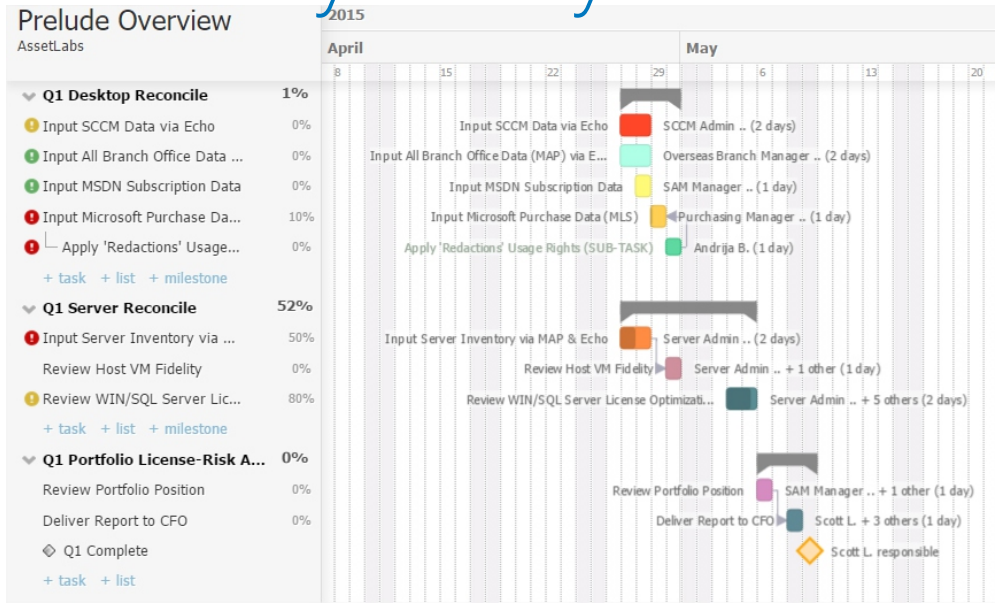


# Prelude

## Repeat & reconcile every 90 days

How SAM data was collected -and what tools & people were needed- becomes your unique 'game-plan'.

With Prelude, your 'game-plan' is stored as an ISO 19770-1 compliant project and re-invoked every quarter.

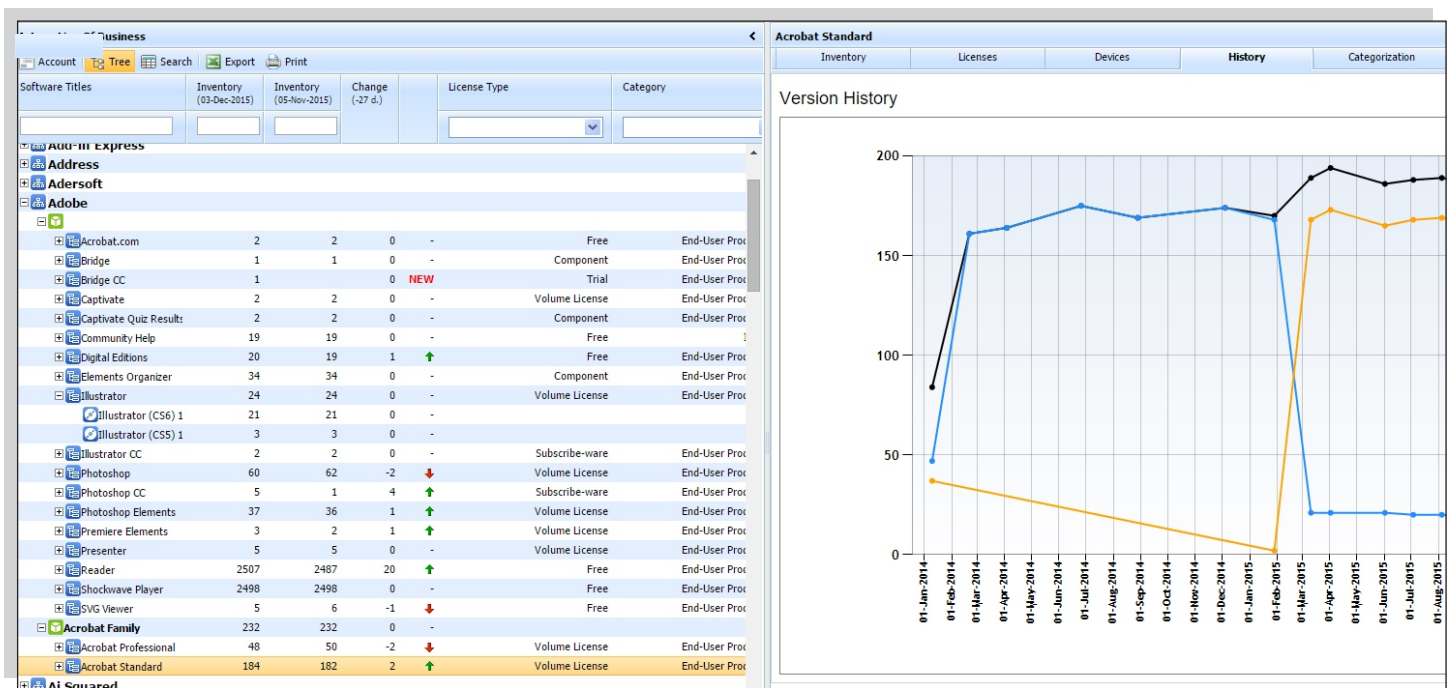


## Sort the Software, Recognize the products

Prelude's real-time software recognition & normalization is modeled from ISO-19770 specifications, using advanced 'ProductLine' and 'LicenseType' definitions that are **essential** for effective license analysis.



Export your entire 'Software Title Catalog' for use with your Network Management & Service Management solutions, allowing you to use the Prelude normalized titles, licensetypes & Categories across your other tools and solutions.



## Use Microsoft's 'Purchase Usage Rights' to its fullest...and save money!

Microsoft's Volume License Agreement gives you many 'usage rights' to deploy a product without requiring a license. If you don't declare and manage your usage rights, you are likely over-counting and over-paying.

## Multiple Install Rights

It's not unusual to have two versions of the same product on a device; sometimes your support policy requires it.

Prelude automatically redacts multiple installs - of same or lesser versions - so you don't consume any more licenses.

*Prelude automatically redacts multiple software installs to save you money.*

Device Summary				
Device Details   Streamlined Software Titles   Raw Software				
Publisher	Product Line	License Type	Category	Software State
Microsoft	Office File Validation Add-In 14	Component	Add-ins	Production
Microsoft	Office InfoPath MUI (2007) 12	Component	Language Pack	Production
Microsoft	Office Outlook MUI (2007) 12	Component	Language Pack	Production
Microsoft	Office PowerPoint MUI (2007) 12	Component	Presentations	Production
Microsoft	Office Professional Edition (2003) 11	Volume License	Office Suite	VL NonCandidate
Microsoft	Office Professional Edition (2007 Pro+) 12	Volume License	Office Suite	Production
Microsoft	Office Proof 12	Component	Add-ins	Production

## Downgrade Rights

Your Volume Licenses can be re-deployed to lesser versions. We call this the waterfall effect, where excess licenses from higher versions automatically 'spill down' to lesser versions.

Software Titles	Inventory (09-Nov-2015)	Inventory (08-Oct-2015)	Change (-31 d.)
<b>Office Applications Family</b>	794	957	-163
Office Access	79	78	1
Office Excel	52	49	3
Office InfoPath	4	4	0
Office Language Pack	327	474	-147
Office Live Meeting	17	18	-1
Office OneNote	2	2	0
Office Outlook	6	6	0
Office PowerPoint	3	3	0
Office Project Professional Edition	52	53	-1
Office Project Standard Edition	40	37	3
Office Publisher	1	1	0
Office Visio Premium Edition	9	9	0
Office Visio Professional Edition	66	85	-19
Office Visio Standard Edition	132	134	-2
Office Word	4	4	0
<b>Office Suite Family</b>	3320	3090	230
Office 365	1	1	0
Office 365 ProPlus	434	62	372
Office Enterprise Edition	13	13	0
Office Home and Business Edition	7	7	0
Office Professional Edition	530	672	-142

Input		True-Up Forecast	
Entitlement Input			
Version	Installs	Licenses	Entitlements
15 (2013)	0	19	0
14 (2010)	32	12	-1
12 (2007)	11	79	68
11 (2003)	1	30	29
10 (2002)	0	174	172
9 (2000)	2	0	0
8 (97)	0	0	0

Summary		
Deployment	Entitlements Available	
	For Current License	For Previous Licenses
Count	46	269

*Excess licenses cascade 'downstream' to cover shortages in lesser versions.*

*Automatic license harvesting is built into Prelude*

*Prelude automatically reduced the inventory from 79 to 46 via Multiple Install Rights*



## Non-Production Rights

Every SQLServer Enterprise that you declare as non-production could save you at least \$32K worth of licenses ( \$8K per core!)

Prelude creates and maintains a permanent record of your non-production states; allowing you redact non-production installs from any license analysis.

Our experience suggest that 25% to 40% of all SQLServer installs should be declared as non-production.

Inventory									
Licenses			Devices			History	Categorization		
Device List									
Age Analysis									
Export Set Software State									
	Manufacturer	Model	Serial Number	Total Cpu	Cores Per Cpu	Total Cores	Purchase Date	Machine Type	Production State
<input type="checkbox"/>	VMware	VMware Virtual Platform	VMware-50 07 c	1	6	6		Virtual	Development
<input type="checkbox"/>	VMware	VMware Virtual Platform	VMware-42 15 :	2	6	12		Virtual	Development
<input type="checkbox"/>	VMware	VMware Virtual Platform	VMware-42 15 :	2	6	12		Virtual	Development
<input type="checkbox"/>	VMware	VMware Virtual Platform	VMware-42 15 :	2	6	12		Virtual	Development
<input type="checkbox"/>	VMware	VMware Virtual Platform	VMware-42 1c c	2	20	40		Virtual	Development
<input type="checkbox"/>	VMware	VMware Virtual Platform	VMware-42 1c c	2	20	40		Virtual	Development
<input type="checkbox"/>	VMware	VMware Virtual Platform	VMware-42 1c b	1	20	20		Virtual	Development
<input type="checkbox"/>	VMware	VMware Virtual Platform	VMware-50 07 :	2	6	12		Virtual	Production
<input type="checkbox"/>	HP	ProLiant DL360e Gen8	MXQ315068Y	2	12	24	01-Apr-2012	Physical	Hot Backup
<input type="checkbox"/>	HP	ProLiant DL360 G7	MXQ04901B1	2	4	8	01-Jan-2010	Physical	Production
<input type="checkbox"/>	HP	ProLiant DL360p Gen8	MXQ2460247	2	6	12	01-Jan-2012	Physical	Development
<input type="checkbox"/>	HP	ProLiant DL360 G5	MXQ839A3P1	2	8	16	01-Jan-2009	Physical	Testing
<input type="checkbox"/>	HP	ProLiant DL360 G7	MXQ13813X3	2	6	12	01-Jan-2011	Physical	Hot Backup
<input type="checkbox"/>	HP	ProLiant DL360 G7	MXQ13813XR	2	6	12	01-Jan-2011	Physical	Cold Backup
<input type="checkbox"/>	HP	ProLiant DL360 G7	MXQ13813D0	2	6	12	01-Jan-2011	Physical	Extra (Suite)

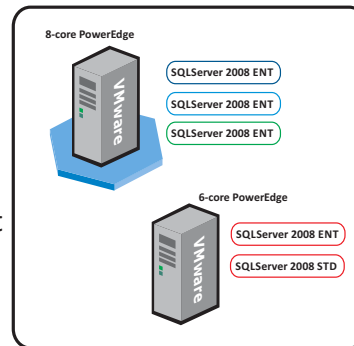
## Virtualization Rights & SQLServer savings

Microsoft virtualization rights can create costly scenarios where the re-arrangement of VMs amongst your hosts can create vastly different costs!

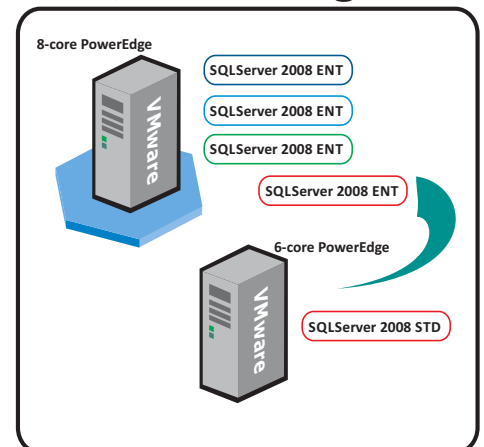
In this simple example, moving a single VM can reduce your licensing costs by \$32,000.

Prelude can ensure that your load balanced configuration isn't creating unexpected licensing costs.

### Current Configuration



### \$24,000 Savings !



Prelude delivers optimized SQLServer and WinServer entitlement analysis, showing you best-case money-saving scenarios based upon Host-VM determination, cores, procs and non-production states.

# Prelude

Transform your current SAM solution.  
Audit-proof your Microsoft Portfolio.  
Save money.

**Free** inventory tools

**Free** Software Recognition (ISO-19770 compliant)

**SCCM** Integration (and other leading solutions too)

**IAITAM-CSAM** Certified Licensing Advisors.

**Built-in** Usage Rights calculation

**Optimize** your SQL Server & WinServer footprint

**Automatic** License Harvesting

**Guaranteed** 'Audit-Response' for Microsoft Audits.

Save even more money.

Yearly Prelude subscriptions - with all support & training,  
license analysis services - start at \$12,500 per year.

Number of PCs	MRSP (USD)
2,000	\$12,500
4,000	\$20,000
10,000	\$37,000
20,000	\$65,000

"AssetLabs simplifies the Software Asset Management process so we can focus on providing the services that are most important to our business."



Rich Otteson  
Senior Vice President

"AssetLabs will be a godsend for organisations wrestling with output from a traditional inventory tool and attempting to prepare for a Microsoft negotiation."



 **AssetLabs**

Forecast the Future.