SAAB

Aerospace and defense experts gain state-of-the-art intelligence and optimized licensing

COMPANY BACKGROUND

Saab serves the global market with world-leading products, services and solutions within military defense and civil security. Saab has operations and employees on all continents around the world. Through innovative, collaborative and pragmatic thinking, Saab develops, adopts and improves new technology to meet customers' changing needs. Saab employs around 15000 staff across four continents in more than 40 countries; its IT estate covers more than 30,000 end points.

CHALLENGE

Based around organizational hubs in Sweden, South Africa, the USA and Australia with users all over the world, Saab needed a robust multiplatform SAM solution to manage software from many vendors, including specialist engineering and design application developers.

WHY SNOW?

The automation of SAM processes was a key requirement to guarantee compliance and optimize licensing costs, slash the time it took to gather data due for audits and ensure consistency in Saab's responses to software vendors.

BUSINESS BENEFITS

- Full visibility of Saab's software estate
- Significant cost avoidance and savings in time and money thanks to improved processes around unused software
- Excellent reporting which is shared with key stakeholders
- Ability to streamline the number of versions and applications for Windows migration
- Consolidation of information in one source improves how the IT teams work and interact
- Increased audit capability has driven significant savings and optimization of the IT estate.

SAM HERO

Christian Björkly-Nordström, Global License Compliance Manager at Saab, explains how Saab is using the Snow SAM platform to both optimize licensing and provide management reports to key stakeholders across the business. "Snow has made the difference; it's helped us formalize the processes and achieve the business benefits of optimizing our estate."

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CREATING EFFICIENCY AND COST SAVINGS

Saab serves a global market with cutting-edge solutions and its IT estate covers more than 30,000 end points. The company has completed the first year of its IT Efficiency and Performance Program (ITEPP), a strategic three-year project for change. As part of the ITEPP, it has been analyzing how to maximize value from its software estate by implementing a SAM solution and processes to improve the procurement, provisioning and optimization of IT.

Christian Björkly-Nordström, is part of a seven-strong SAM team that selected and implemented Snow License Manager to manage Saab's software estate. Saab had turned to Snow as the automation of SAM processes was a key requirement to guarantee compliance and optimize licensing costs, slash the time it took to gather data due for audits and ensure consistency in its responses to software vendors.

Snow License Manager enables organizations to optimize their software licensing, providing full visibility of software usage and entitlements to reduce costs and minimize compliance risks for all commercial software publishers. The solution combines accurate recognition of what software is in use across the network with the ability to dynamically reconcile this against the organization's license entitlements.

> " With Snow, we can now see on a global scale what software is in use and by whom"
>
> **Christian Björkly-Nordström, Saab**

STRONG REPORTING

For Björkly-Nordström, one of the strongest elements of the Snow solution is the automated reports it generates – now central to Saab's SAM operations. For example, looking at the unused applications report, he says: "There were things we were aware of and knew that we needed to improve but now, with Snow, we are able to evidence these issues in a better way and make informed decisions."

"Indeed, using Snow – the central source of knowledge – we create a large number of regular reports that we share across the organization to different C-level stakeholders, business unit representatives as well as Procurement and Legal departments to create an awareness of usage, non-usage, compliance. These reports give us the ability to identify opportunities to streamline and optimize our software estate."

Björkly-Nordström's mission is for Saab to be compliant when it comes to software usage. "Our investment should match our usage," he says. "That's the directive I get from the CIO. We actively collaborate with the business units to ensure that we are compliant. When it comes to the licenses, they manage part of it and we manage our part, but since we hold the data in Snow, it's vital that we distribute this information so they can manage compliance."

With the compliance insight from Snow, the company is now in an optimal position to successfully defend software vendor audits.

CENTRALIZATION AND CONSOLIDATION

As part of the major change program, Saab has moved away from departmental purchasing to a centralized model. "This has been really helpful as we can now see on a global scale what software is in use and by whom," Björkly-Nordström comments.

"When it comes to working with the business, it is important that the SAM team is viewed as a partner providing useful information such as whether there are multiple versions of the same software in use, or that we have two or more applications that are able to do the same job – a text editor, for example – or last but not least, identifying what software isn't being used at all. This intelligence helps define whether it would be sensible to consolidate down to one version or one application, impacting future negotiations with the software vendors."

For the Workplace team who are looking to migrate the company onto Windows 10, the information provided by Snow is particularly useful when working out which applications to provide for the base image during the upgrade, and it's also helping in rationalizing the number of applications and version in use.

"It's been interesting to see how many stakeholders use data from Snow now that we have consolidated the information into this one source. It has also meant that we have transformed how different teams in the business work and interact with one another," Björkly-Nordström says.

FUTURE PLANS

Björkly-Nordström is optimistic about the future. "I'm now working with the extensive reporting and extra functionality in the latest version of Snow License Manager. For us the first year was about getting the insight and visibility into the software installed; going forwards we will concentrate on license optimization. I'm now looking to automate many processes around global license management – for example, to automate the removal of unused licenses and pool them with the aim of reusing them rather than unthinkingly just buying more.

"It's not all been down to the Snow Solution but also the processes that we have had to implement around it as well. Snow has made the difference however; it's helped us formalize the processes and achieve the business benefits of optimizing our estate. Thanks to its granular visibility and reporting on historical spend and future maintenance we've been able to more accurately predict the total cost of software within the business," he concludes.

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