



MICROSOFT TRAINING

# Microsoft Software Asset Manager

*Master Microsoft Software Asset Management to optimize licensing, reduce costs, and ensure compliance across your organization.*

DURATION

**2 hours**

LEVEL

**Intermediate**

FORMAT

**Instructor-Led**

- Globally Recognized Certification

- Expert-Led Hands-On Training

- Flexible Scheduling

Computer Pride | 1st Floor, ICEA Building, Kenyatta Avenue, Nairobi | [www.computer-pride.co.ke](http://www.computer-pride.co.ke)

## COURSE OVERVIEW

This "Microsoft Software Asset Manager" course provides an intermediate-level deep dive into the critical discipline of Software Asset Management (SAM) with a specific focus on Microsoft technologies and licensing. You will learn how to effectively manage, control, and protect your organization's software assets, ensuring compliance, optimizing costs, and mitigating risks. The curriculum covers core SAM principles, an intricate exploration of Microsoft's diverse licensing models for on-premises, cloud, and hybrid environments, and the practical application of SAM tools and processes within a Microsoft ecosystem. This course is essential for professionals looking to master the complexities of Microsoft licensing and secure their organization's software investments.

By completing this program, you will gain the expertise to implement robust SAM strategies, negotiate better software contracts, and navigate potential compliance audits with confidence. The benefits extend beyond mere cost savings, encompassing improved operational efficiency, enhanced security posture, and the strategic alignment of software resources with business goals. You will develop a keen understanding of how to inventory, track, and manage software licenses, ultimately transforming software asset management from a reactive task into a proactive strategic advantage for any organization utilizing Microsoft products.

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|-----------------|--------------|
| <b>Duration</b> | 2 hours      |
| <b>Level</b>    | Intermediate |
| <b>Vendor</b>   | Microsoft    |

## COURSE CURRICULUM

### 01 Module 1: Introduction to Software Asset Management & Microsoft Ecosystem

- What is Software Asset Management (SAM)?
- Benefits and Challenges of SAM
- The SAM Lifecycle: Plan, Implement, Maintain, Optimize
- Introduction to Microsoft's Product Portfolio
- Overview of Microsoft Licensing Programs (e.g., Enterprise Agreement, MPSA, CSP)

### 02 Module 2: Deep Dive into Microsoft Licensing Models

- Understanding Core-based vs. User-based Licensing
- Server Licensing: Windows Server, SQL Server, SharePoint
- Client Access Licenses (CALs) Explained
- Desktop Applications: Microsoft 365, Office Perpetual
- Cloud Licensing: Azure, Microsoft 365 Cloud Services
- Hybrid Use Benefit and Azure Hybrid Benefit

### 03 Module 3: SAM Processes and Policy Development

- Inventory Management: Discovery and Collection Techniques
- Normalization and Reconciliation of Software Data
- Developing a Software Entitlement Register
- Policy Creation: Software Usage Policies, Disposal Policies
- Role of IT Asset Management (ITAM) in SAM
- Stakeholder Management and Communication

### 04 Module 4: Tools, Data Analysis & Optimization Strategies

- Introduction to Microsoft SAM Tools (e.g., SCCM, MAP Toolkit)

- Third-party SAM Tools Overview
- Collecting and Analyzing Software Usage Data
- Identifying Under-utilization and Over-licensing
- Strategies for License Optimization and Cost Savings
- Negotiation Tactics for Microsoft Licensing Agreements

## 05 Module 5: Compliance, Auditing & Risk Management

- Understanding Microsoft's Audit Process
- Preparing for a Software Vendor Audit
- Maintaining a Compliant License Position
- Legal Implications of Non-compliance
- Risk Mitigation Strategies in SAM
- Reporting and Metrics for SAM Performance

## CAREER PATHWAYS

Graduates of this program are prepared for the following roles:

- > **Software Asset Management Specialist (focusing on Microsoft)**
- > **IT Procurement and Licensing Analyst**
- > **Compliance Officer (IT Software Audit)**
- > **IT Vendor Manager**

## FREQUENTLY ASKED QUESTIONS

### **Q: What specific skills will I gain to optimize my organization's Microsoft software spend after taking this course?**

This course will equip you with the ability to conduct thorough license reconciliations, identify areas of over-licensing or under-utilization within your Microsoft estate, and apply advanced optimization techniques specific to Microsoft's complex licensing models. You will learn to leverage tools and data analysis to provide actionable insights for cost reduction, negotiate more favorable terms with Microsoft, and ensure your organization only pays for the software it truly needs and uses efficiently.

### **Q: Is this course relevant for organizations using both on-premises and cloud-based Microsoft services?**

Absolutely. This course offers a comprehensive approach to Microsoft SAM, covering licensing models for traditional on-premises software (e.g., Windows Server, SQL Server, Office Professional Plus) as well as modern cloud services (e.g., Microsoft 365, Azure). You will learn how to manage hybrid environments effectively, understanding concepts like the Hybrid Use Benefit and how to navigate the complexities of managing licenses across different deployment scenarios to maintain compliance and optimize costs in a mixed infrastructure.

### **Q: What are the prerequisites for this 'Microsoft Software Asset Manager' course, and will it help me prepare for a specific certification?**

While there are no strict formal prerequisites, a foundational understanding of IT infrastructure, basic software licensing concepts, and familiarity with Microsoft products would be beneficial. This course is designed to build practical expertise in

managing Microsoft software assets. While it doesn't directly prepare for a single specific Microsoft certification (as Microsoft has largely retired dedicated SAM certifications), the knowledge gained is highly valuable for roles requiring expertise in Microsoft licensing and compliance, enhancing your professional profile significantly in IT asset management and procurement.

## ABOUT COMPUTER PRIDE



### *East Africa's Premier IT Training Center*

With over 15 years of excellence, Computer Pride delivers globally recognized certification programs from leading technology vendors. Located on Kenyatta Avenue in Nairobi's CBD, our state-of-the-art facilities and expert instructors have empowered thousands of professionals across East Africa.

**15+**

Years of Excellence

**10,000+**

Professionals Trained

**50+**

Vendor Certifications

## READY TO ENROL?

Take the next step in your technology career.

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