

Cost Effective Approaches to Better Asset Management

Presented by:



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THANKS FOR JOINING US!



YOUR PRESENTERS

Ebbonie Kirk

Territory Manager
Dell Endpoint Systems
Management

Drew Henderson

Sales Engineer
Dell

Available for Questions

Todd Rechen

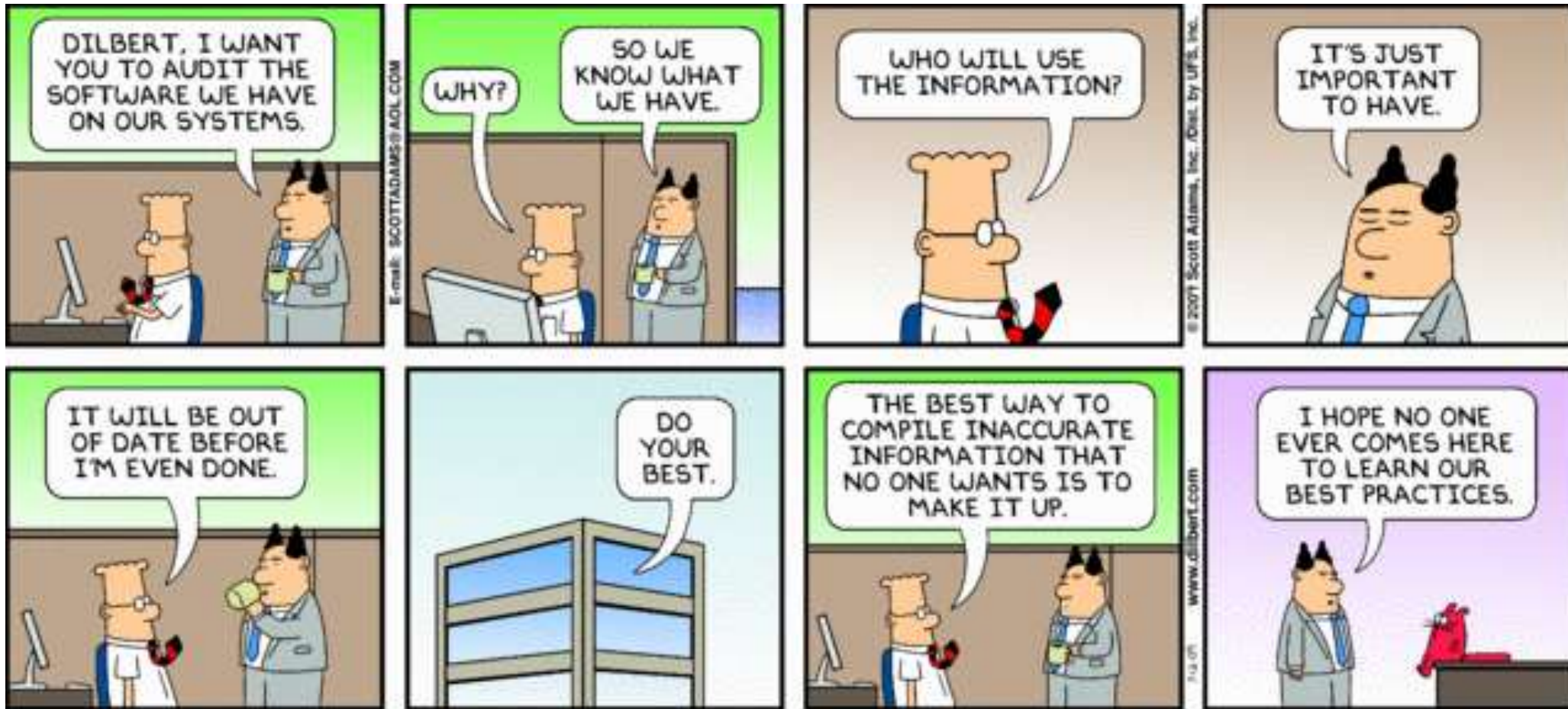
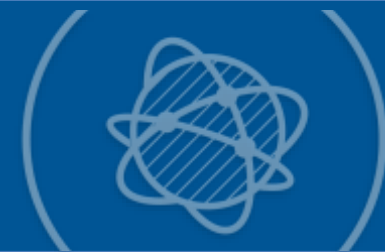
Senior Microsoft Engineer
Data Networks

THIS AFTERNOON'S AGENDA

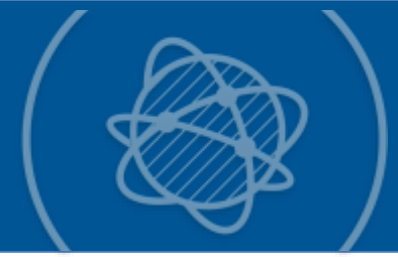
- What makes up ITAM?
- Why ITAM Makes Sense
- Best Practices for ITAM in Education
- Microsoft Configuration
- Questions



ASSET TRACKING



HAM + SAM = ITAM



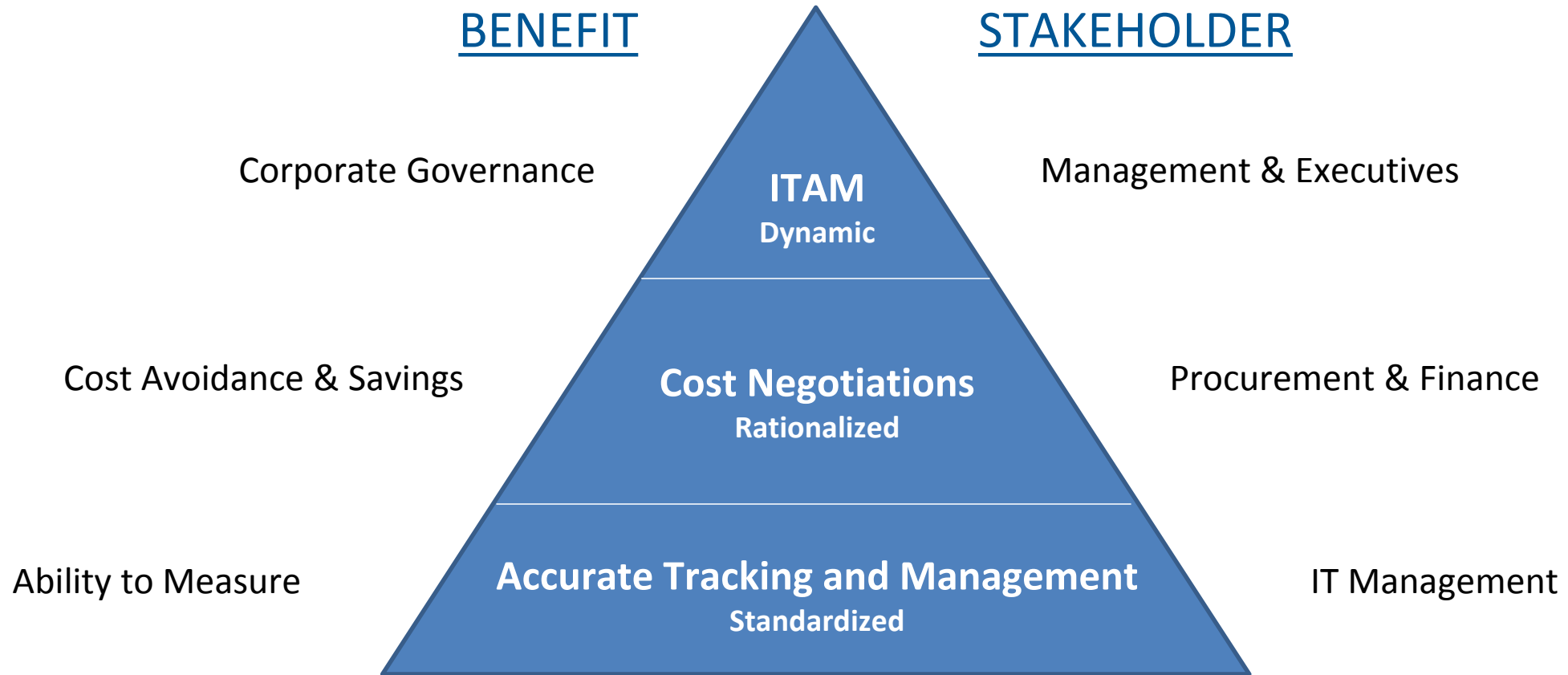
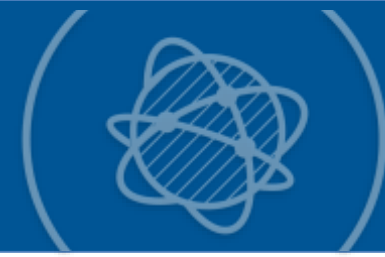
- Hardware Asset Management – HAM
- Software Asset Management – SAM
- IT Asset Management – ITAM

All can have value to Education institutions

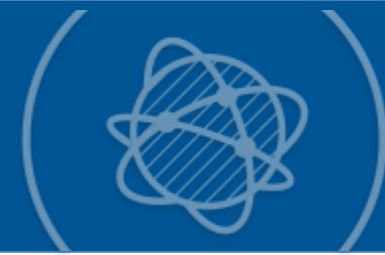
HAM is a great place to start – It's easier to address than SAM due to the physical nature of the assets



SOLUTION: STAKEHOLDERS



ITAM BUSINESS VALUE



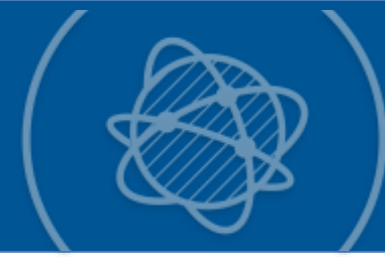
ITAM Lets You ...

- Reduce asset costs
- Increase security and reliability
- Manage technological changes
- Avoid over spending on refreshes
- Negotiate volume purchases
- Improve business performance
- Planning, budgeting & forecasting
- Align IT processes with business needs

Key questions to keep you focused on showing the business value of ITAM:

- ✓ How is my current ITAM practice aligned with overall IT Business objectives?
- ✓ What data do I need to consume from and provide to each IT Stakeholder to support IT Business.
- ✓ Do I have the processes and procedures in place (and enforced) to ensure accuracy of the data I'm managing?
- ✓ How will I show IT Stakeholders and Leadership ITAM's value?

EDU IT LIFECYCLE MANAGEMENT



II. Procurement

Discovery & Inventory

Warranty

Licensing

Method of Deployment

III. Deployment

License Compliance

Install Software

Configuration Management

User State Migration

IV. Maintenance

Patching

Monitoring

Change History

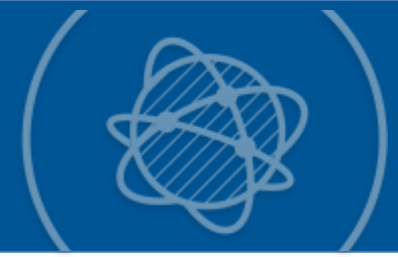
Reporting

Service Desk

“Clients who **successfully execute IT asset management** as a discipline have typically **achieved 30% cost savings** in the first year.”

- Gartner

YOU HAVE DATA TODAY – CENTRALIZE IT!



Existing SCCM or Other Inventory

- Export and Import that data into a single repository for central tracking of ALL assets, not just PCs

Non IT Asset Data

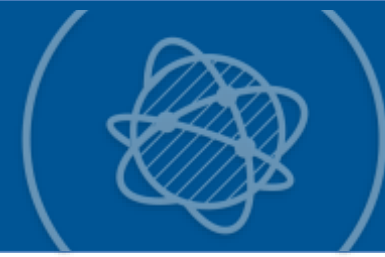
- Decide what is of value to the organization over and above IT assets
- This could be ANY items of major value to the school
- Is there already a database or spreadsheet tracking that data?

MDM Data

- If you have an MDM tool, that data can be imported into the single Asset source as well



KACE ASSET MANAGEMENT APPLIANCE



AMA
Desktop Management



- Inventory & Discovery
 - Agent and agentless
- Network Asset discovery
- Asset Management
 - Import of SCCM data
 - Import of other sources
 - Customizable
- Software Compliancy
- Software Metering
- Reporting



Desktops



Servers



Laptops

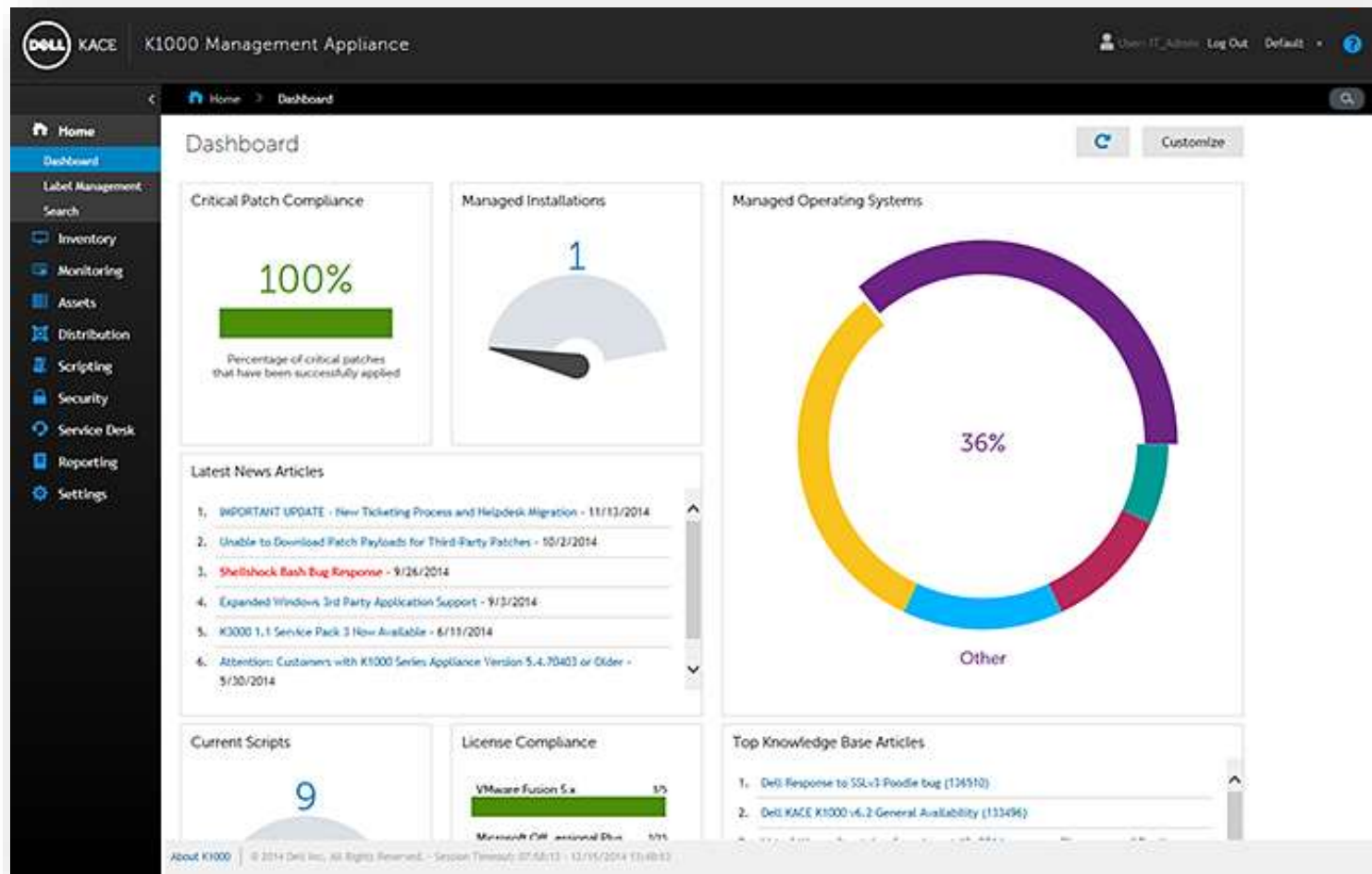
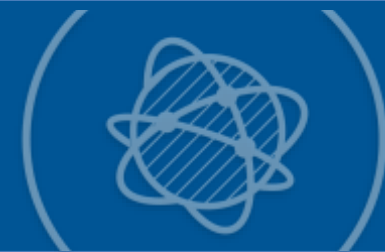


Win Tablets

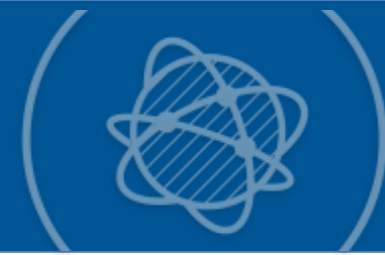


Virtual
Machines

EASY-TO-USE CONSOLE



DEVICE INVENTORY



DELL KACE | K1000 Management Appliance

Inventory > Devices

Devices

List Refresh View By:

Choose Action

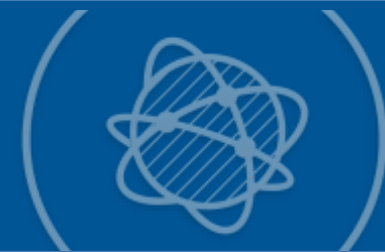
<input type="checkbox"/>	Status	Name	IP Address	Description	Last User
<input type="checkbox"/>		demodc1	192.168.0.21		administrator
<input type="checkbox"/>		XPCClient	192.168.0.22		administrator
<input type="checkbox"/>		demoWin2K12	192.168.0.30	demoWin2K12	administrator
<input type="checkbox"/>		WIN-L1VTK3FDT1F	192.168.0.116		Administrator
<input type="checkbox"/>		SL-BO-J5R2CT1	192.168.74.1	QUEST-Drew Henderson	dhenders
<input type="checkbox"/>		WIN7x64-1	192.168.74.23		administrator

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First Previous 1 Next Last



DELL HARDWARE WARRANTY



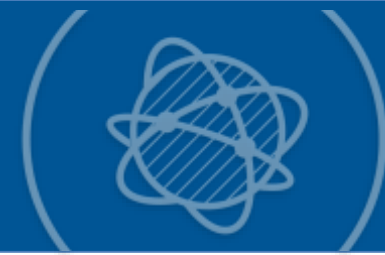
- Home
- Inventory
 - Devices**
 - Software
 - Software Catalog
 - License Compliance
 - Processes
 - Startup Programs
 - Services
 - Discovery Schedules
 - Discovery Results
 - SNMP Inventory Configurations
- Monitoring
- Assets
- Distribution
- Scripting
- Security
- Service Desk

Processors:	CPU Chip Count: 1 CPU Core Count: 4 CPU0: Intel(R) Core(TM) i7-2960XM CPU @ 2.70GHz (4 cores)
Architecture:	x64
Virtual Device:	NO
CD/DVD Drives:	HL-DT-ST DVD-ROM DU60N
Sound Devices:	AMD High Definition Audio Device IDT High Definition Audio CODEC
Video Controllers:	AMD (ATI) FirePro M8900 (FireGL) Mobility Pro Graphics:-2048 MB
Monitors:	Generic PnP Monitor
Dell Service Information:	Service Tag: J5R2CT1 System Type: PRECISION M6600,SLVR,CTO,NBK Ship Date: 07/25/2012 Country: United States Last Updated: 07/28/2015 12:00:43

#	Service Level Description	Service Provider	Start Date	End Date	Days Left
1	Next Business Day Support	UNY	07/26/2013	07/25/2015	0
2	Client Gold Support / ProSupport	DELL	07/26/2013	07/25/2015	0
3	Complete Care	DELL	07/25/2012	07/25/2015	0
4	Client Gold Support / ProSupport	DELL	07/25/2012	07/25/2013	0
5	Next Business Day Support	UNY	07/25/2012	07/25/2013	0



ASSET TYPES



Asset Types List Refreshed:

Choose Action ▾

<input type="checkbox"/> Name	Assets
<input type="checkbox"/> Computer	8
<input type="checkbox"/> Cost Center	0
<input type="checkbox"/> Department	2
<input type="checkbox"/> License	3
<input type="checkbox"/> Location	5
<input type="checkbox"/> Software	
<input type="checkbox"/> test	
<input type="checkbox"/> Vendor	

1 to 8 of 8

Subtypes

Name	Default
<input type="button" value="Add Subtype"/>	

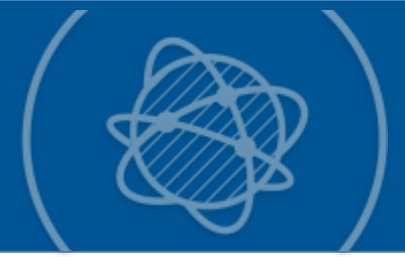
Asset Fields ?

Name	Available Values	Default Values	Required
Name			true
<input type="text"/>		<input type="text"/>	<input type="checkbox"/>
Owner			
		User	
		Asset Information	

Attachment
Currency
Software Catalog
Date
Label
Link
Multiple Select
Notes
Number
Text ▾



SOFTWARE ASSET MANAGEMENT



What are the new features?

- Software Catalog – Dell Application Catalog (DAC)
 - Software version rollups
 - Suite recognition
- Automated metering

What does this mean for an IT Administrator?

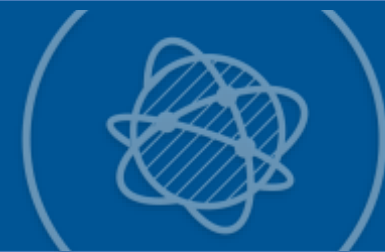
- Intelligent inventory for accurately rolling up versions and software suites
- Better automation, increased accuracy, improved license visibility and reporting for software audits
- Cost savings with license optimization

What's the Advantage?

- Daily updates to DAC -We don't OEM our catalog
- No upcharge or service fee for this module



SOFTWARE CATALOGUE



Software Catalog List Refreshed: 08/18/2015 15:59

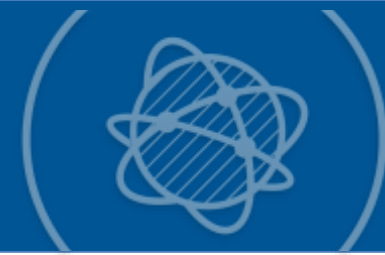
View By: **All Items** Search

Choose Action ▾ **Discovered** Not Discovered Uncataloged Advanced

<input type="checkbox"/>			Name	Publisher	Category	Installed	Licenses	Variance
<input type="checkbox"/>			- Version 1,6,1,1	Mfg Not Reported	Accounting Applications	2	-	-
<input type="checkbox"/>			1E WakeUp Agent 6.x	1E Limited	Management Tools	9	-	-
<input type="checkbox"/>			1PasswordAgent 2.x	AgileBits Inc.	Desktop Utilities	1	-	-
<input type="checkbox"/>			3D Pinball 5.x	Cinematronics	Games	1	-	-
<input type="checkbox"/>			3D Vision 7.x	NVIDIA World	Desktop Utilities	16	-	-
<input type="checkbox"/>			7-Zip 4.x	Igor Pavlov	Desktop Utilities	1	-	-
<input type="checkbox"/>			7-Zip 9.x	Igor Pavlov	Desktop Utilities	23	-	-
<input type="checkbox"/>			7-Zip Portable 1.x	PortableApps.com	Desktop Utilities	1	-	-
<input type="checkbox"/>			Access 2010 Runtime	Microsoft Corporation	Database Applications	3	-	-
<input type="checkbox"/>			Accesschck 5.x	Microsoft Corporation	Desktop Utilities	2	-	-
<input type="checkbox"/>			AccessEnum 1.x	Microsoft Corporation	Desktop Utilities	2	-	-
<input type="checkbox"/>			Acrobat 9.x Professional	Adobe Systems, Inc.	Desktop Publishing	1	100	99
<input type="checkbox"/>			Acrobat Distiller 9.x (Adobe Acrobat)	Adobe Systems, Inc.	Desktop Publishing	2	-	-
<input type="checkbox"/>			Acrobat Distiller X (Adobe Acrobat)	Adobe Systems, Inc.	Desktop Publishing	21	-	-
<input type="checkbox"/>			Acrobat Elements 1.x	Adobe Systems, Inc.	Multimedia Applications	16	-	-
<input type="checkbox"/>			Acrobat Elements 10.x (Adobe Acrobat)	Adobe Systems, Inc.	Multimedia Applications	5	12	7
<input type="checkbox"/>			Acrobat Elements 9.x (Adobe Acrobat)	Adobe Systems, Inc.	Multimedia Applications	2	-	-
<input type="checkbox"/>			Acrobat X Standard	Adobe Systems, Inc.	Desktop Publishing	21	20	(1)
					Infrastructure			



CONSOLIDATE VERSIONS



Summary

Not allowed <input type="checkbox"/>	Installed	Licenses	Expired licenses
Metered <input checked="" type="checkbox"/>	2	18	0

Properties

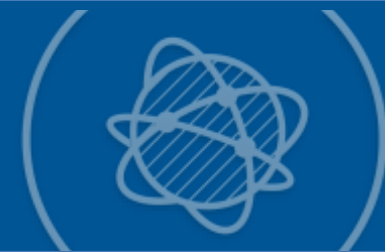
Publisher: Adobe Systems, Inc.	Platform: Windows
Software Type: Application	Publisher License Type: Freeware
Category: Desktop Publishing	Application ID: APP44361
General Availability:	End of Life:
MSRP (\$):	Metering Enabled: 11/21/2013 16:40:47

Versions Installed

File Name	Version	Installed	App-V
ACRORD32.EXE	10.1.4.38	1	0
ACRORD32.EXE	10.1.15.11	1	0
TOTALS		2	0



Q&A and RESOURCES



WHITE PAPER

Software License Optimization and Compliance: 10 Best Practices
The FactPoint Group - will send to all attendees

ITITAM

International Association of IT Asset Managers
ITITAM.ORG - Free and paid training around ITAM

DEMO

Both weekly at <http://software.dell.com/kace/> 1-on-1

EVALUATION

30 day trial of the full product

The Dell KACE™ and Faronics Deep Freeze Security Solution

Unparalleled desktop security and an easier route to configuration compliance

The challenge
One of the biggest security challenges for IT administrators is promoting end user systems. This task is increasingly difficult given the frequency and sophistication of security threats. User unknowingly contribute by downloading unlicensed programs which can attract malware and decrease system performance. Maintaining standard operating environments (SOEs) is time consuming, especially for those with multiple operating system environments. Add the requirements (and by required) industries, including healthcare, finance and retail, or those open to numerous users, such as shared PCs in schools, and the challenges multiply.

The solution
Dell KACE and Faronics have integrated Dell KACE K Series Appliances and Faronics' Deep Freeze configuration and restoration software. This integration makes it easier to provide stronger configuration control and desktop security, enabling IT administrators to manage both solutions using a single user interface. Administrators can install, configure and deliver software updates in an automated manner organization-wide. This saves significant time over manual machine to machine approaches and helps to ensure throughput, secure and cost effective results.

Benefits of Dell KACE and Deep Freeze Integration

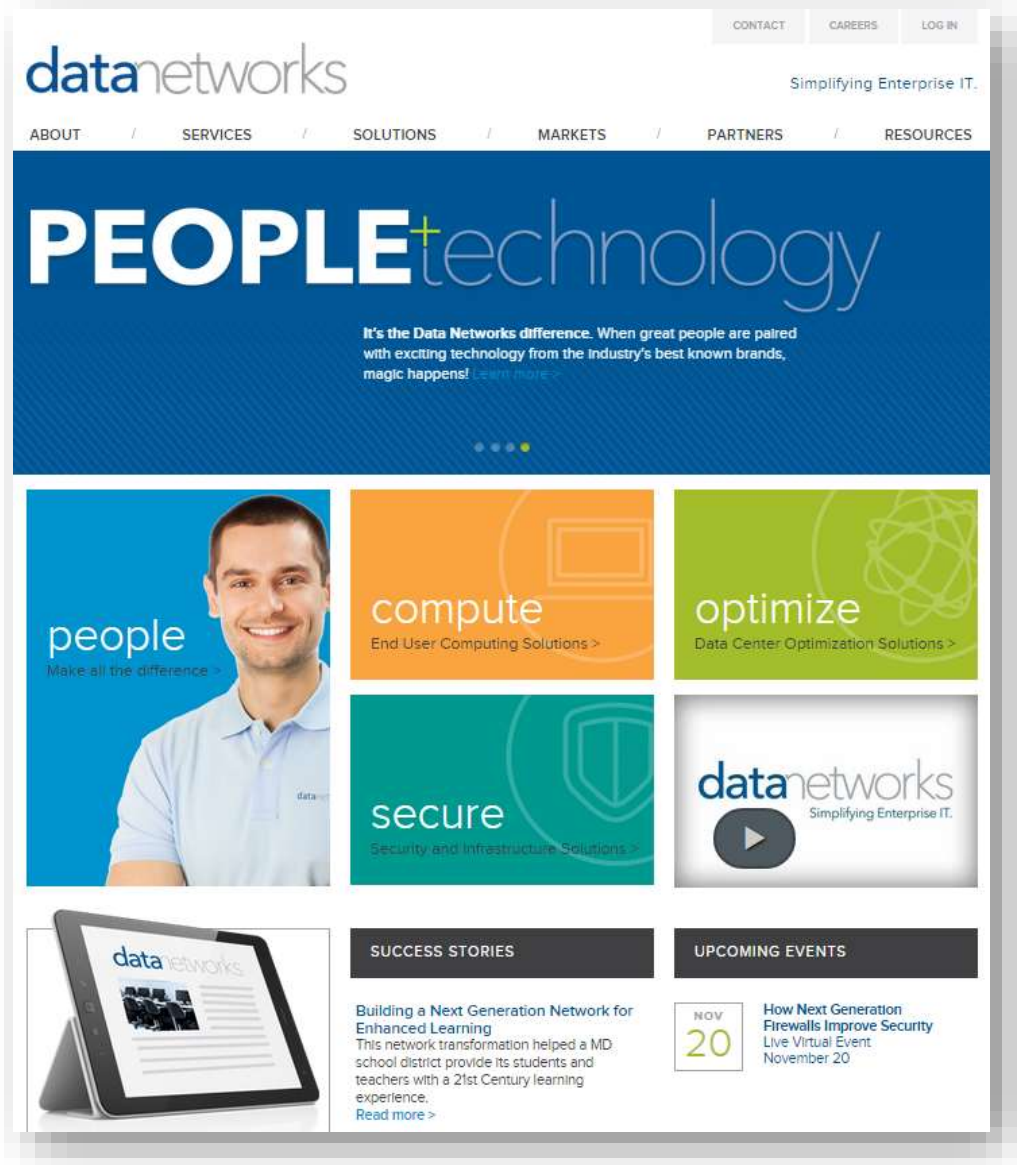
- **Time savings:** IT administrators can automate manual processes to ensure all necessary actions and updates are completed quickly and thoroughly.
- **Costs savings:** Reduce travel expenses associated with onsite system maintenance, avoid fines for lack of compliance, enable single server hosting for both applications.
- **Increased security:** Discover and remediate various rogue software, automate OS and application patching for both PCs and Macs.
- **Streamlined interface:** Single console provides unified access to all systems management functionality.

Quote: "We were absolutely blown away by the breadth of features the KACE Management Appliance offered."
- Ryan Hopton, Director of IT Services, Charlotte School of Law

KACE Appliances are available in both physical and virtual appliances, providing customers with a variety of deployment options and allowing them to leverage their investment in VMware Infrastructure Kits.

Visit www.kace.com/partners





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