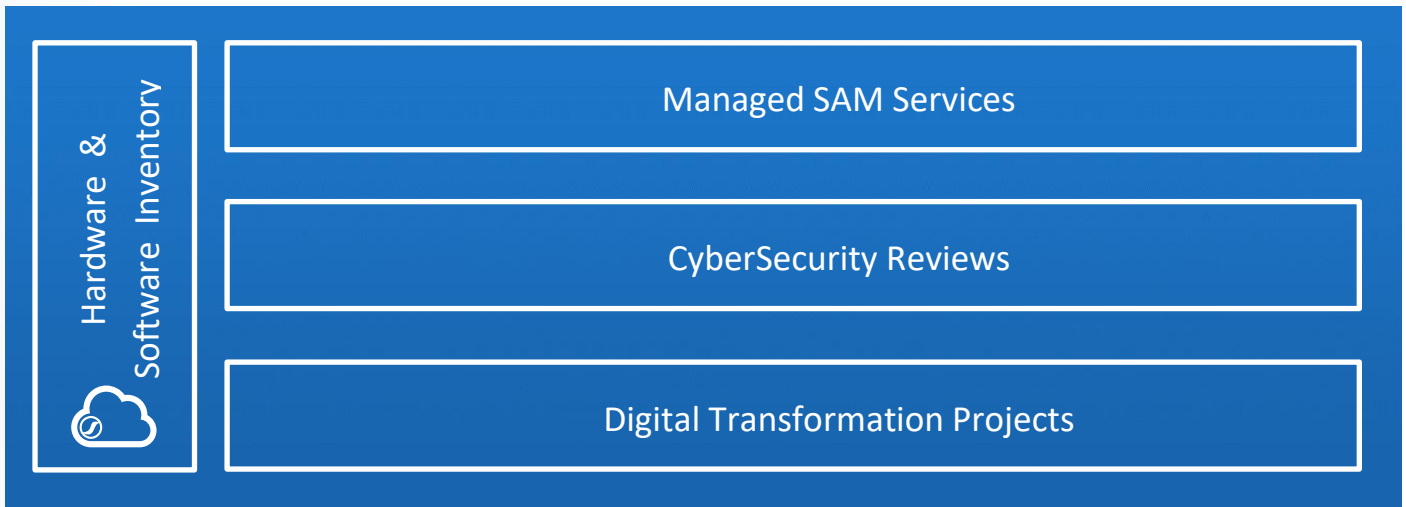




Introduction



Sam360 is a cloud-based hardware and software discovery platform designed specifically with partners in mind. Our streamlined data collection process and powerful reporting capabilities help partners deliver efficient and effective Managed SAM services, CyberSecurity reviews and Digital Transformation projects for their clients.

Sam360 provides 6 different mechanisms for collecting inventory data.



- **Remote Scan.** Sam360 Management Point conducts an agent free multi-protocol remote scan.
- **Local Scan.** Sam360 Agent collects inventory and software usage data.
- **Web Scan Tool.** Sam360 zero install scan tool distributed by URI, Email, USB, Network share etc.
- **Import.** Import from MAP, SCCM, Snow, Altiris, Lansweeper etc
- **Template.** Copy inventory from one device to another
- **Manual Input.** Input data through Sam360 portal

The screenshot displays the Sam360 client dashboard. At the top, there's a navigation bar with icons for Hardware, Software, People, Licenses, Security, and Reports. The user profile for Sarah Morton Contoso is visible in the top right. The main content area is divided into several sections:

- Overview:** A summary of client statuses: 6 Active Clients, 1 Active Client (Trial), 3 Active Clients (Analyze), 2 Active Clients (Optimize), and 1 Active Client (Expired/Expiring).
- Client Management Point Status:** A donut chart showing 4 All MPs Connected, 1 No MPs Connected, and 1 Some MPs Connected.
- Client Scan Status:** A stacked bar chart showing scan progress for Northwind, Litware, Fabrikam, Contoso, WingTip, and Woodgrove.
- All Active Client Organisations - General Details:** A table listing 6 organizations with their registered devices, editions, scan percentages, and comments.

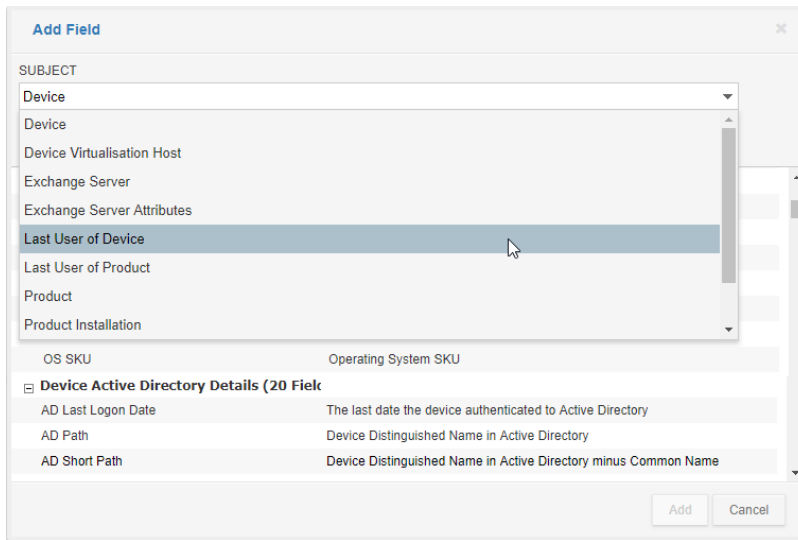
ORGANISATION NAME	#REGISTERED DEVICES	REGISTERED EDITION	% SCANNED	COMMENTS
Northwind	1100	Analyze	████████	CyberSecurity project extended
Litware	850	Analyze	████████	
Fabrikam	800	Analyze	████████	Call John about SQL Licensing
Contoso	700	Analyze	████████	
WingTip	450	Optimize	████████	Opportunity for XenApp Azure migration
Woodgrove	100	Optimize	████████	

Sam360 is designed specifically with partners in mind. The client dashboard allows partners to

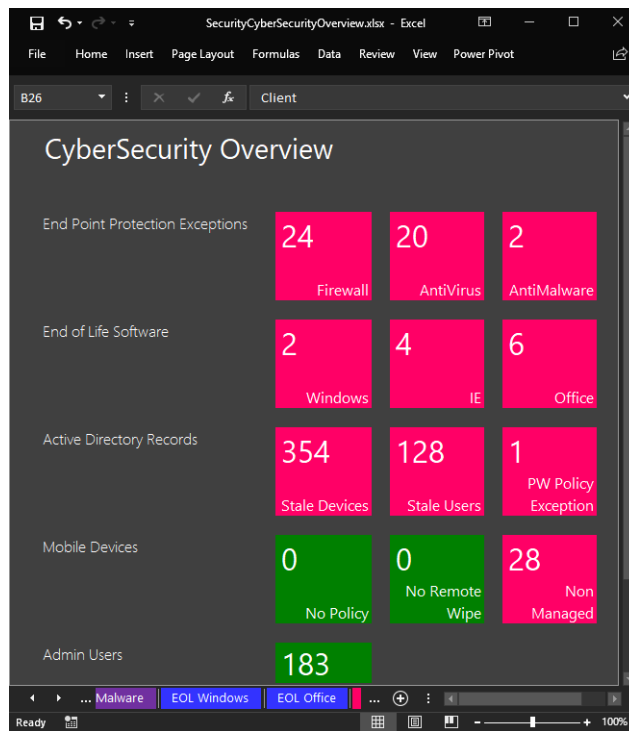
- Manage all clients in a single screen
- Configure & monitor client scans remotely
- Instantly onboard new clients
- Manage white labelling customisations
- Manage consultant/client permissions

The Sam360 reporting engine allows users to

- Design and share custom web reports



- Embed report data in to Excel templates



- Integrate partner CRM & processes using the Sam360 WebAPI

Data Collection

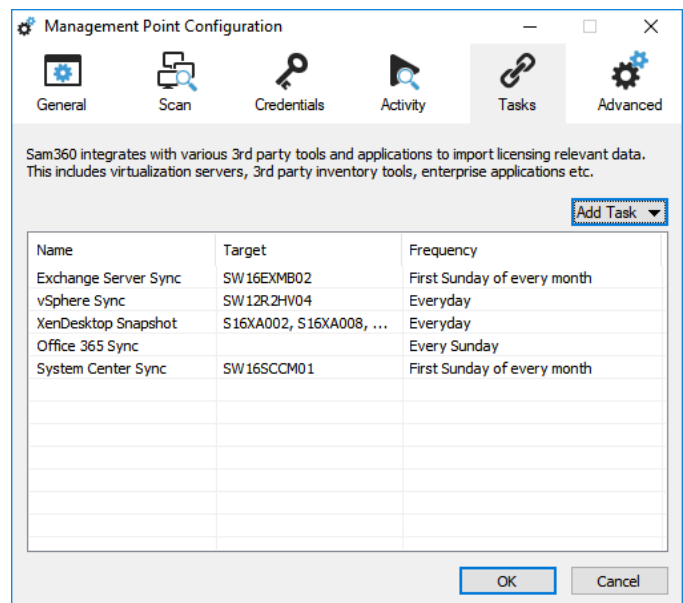
Sam360 can scan devices using the Sam360 Management Point (for remote scanning), the Sam360 Agent (for local scanning) and the web scan tool (for scanning by web, email, network share, USB etc) Clients can also import inventory data from MAP, SCCM, Lansweeper, Snow Inventory and Altiris. It's also possible to copy inventory data from one device to another or manually enter inventory data through the Sam360 portal.

The 3 scanning applications are

- Downloaded through the Sam360 portal
- Come automatically preconfigured for the client i.e. The client does not need to specify their Sam360 account details during installation or usage
- Are developed in c++/Win32 to minimise CPU & memory footprint and eliminate dependency on external frameworks (e.g. No need for .NET Framework to be installed)
- Are compatible with Windows 2000 upwards

Management Point

The Sam360 Management Point (Remote scan tool) runs on-premise and is configured to retrieve data directly from endpoints or interface with other systems to retrieve asset & configuration data.



It can be configured locally or through the cloud.

Management Point Tasks

Export Filter Select All Menu 3 Management Point Tasks

NAME	MP MACHINE	MP DOMAIN	STATUS	TYPE	DESCRIPTION	SCHEDULE	TARGET TYPE	TARGET LIST
Inventory_Scan #1 L029		LS	Active	InventoryScan		Daily (Every day)	ADAll	
VMware_Sync #1 L029		LS	Active	VMwareSync		Daily (Every day)	List	192.168.101
Office 365_Sync #1 L029		LS	Active	Office365Sync		Weekly (Every day)	Device	Microsoft Office 365

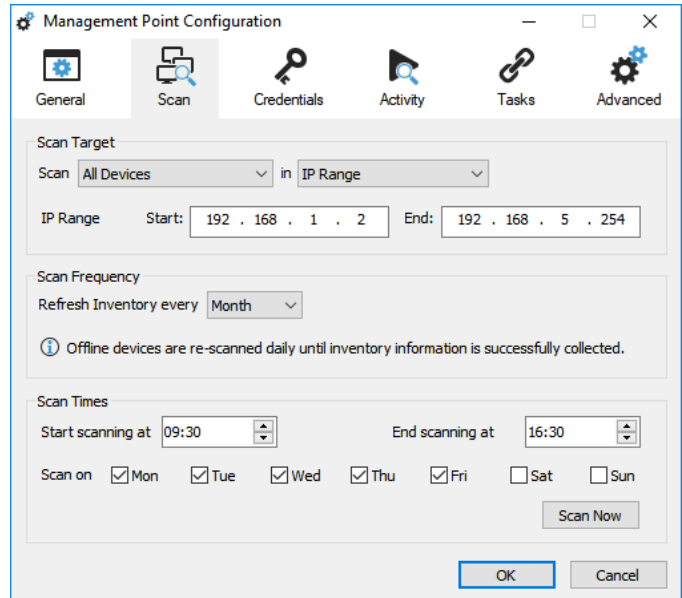
Being able to update configuration through the cloud allows partners to manage data collection without having access to the client environment.

The Management Point can be configured to scan

- All devices in Active Directory
- All devices in an AD location
- An IP range
- A list of devices

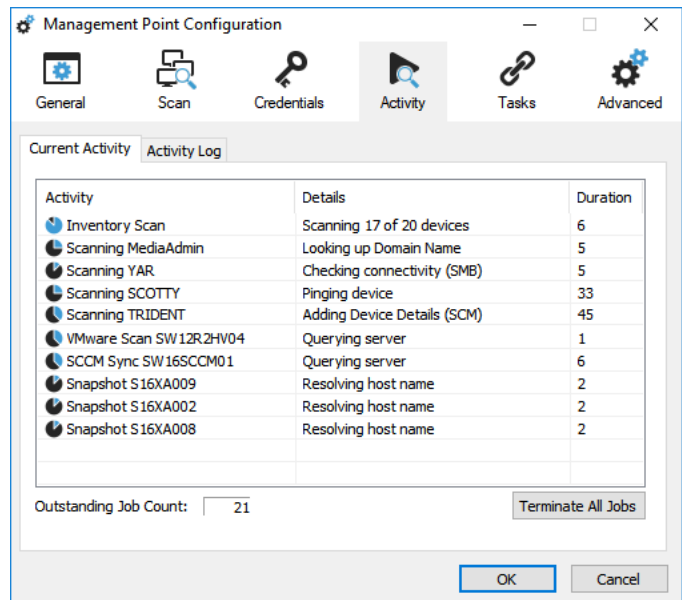
The Sam360 scan uses WMI for remote scanning by default. If WMI is not available, it falls back to Remote Registry. If Remote Registry is not enabled, Remote PowerShell can be used.

Rescanning intervals can be configured with 30 days being the default setting.



The Management Point can also

- Import inventory information from SCCM, MAP Toolkit, Altiris, Snow & Lansweeper
- Conduct agent free software metering of RDS servers (E.g. XenApp, XenDesktop, RemoteApp, Parallels RAS, Terminal Services) This helps discover thin clients, mobile devices, personal PCs and tablets etc.
- Conduct performance analysis of Windows servers for cloud migration sizing
- Uninstall unused, unlicensed or unwanted software from devices remotely
- Deploy the Sam360 agent to devices in client environment



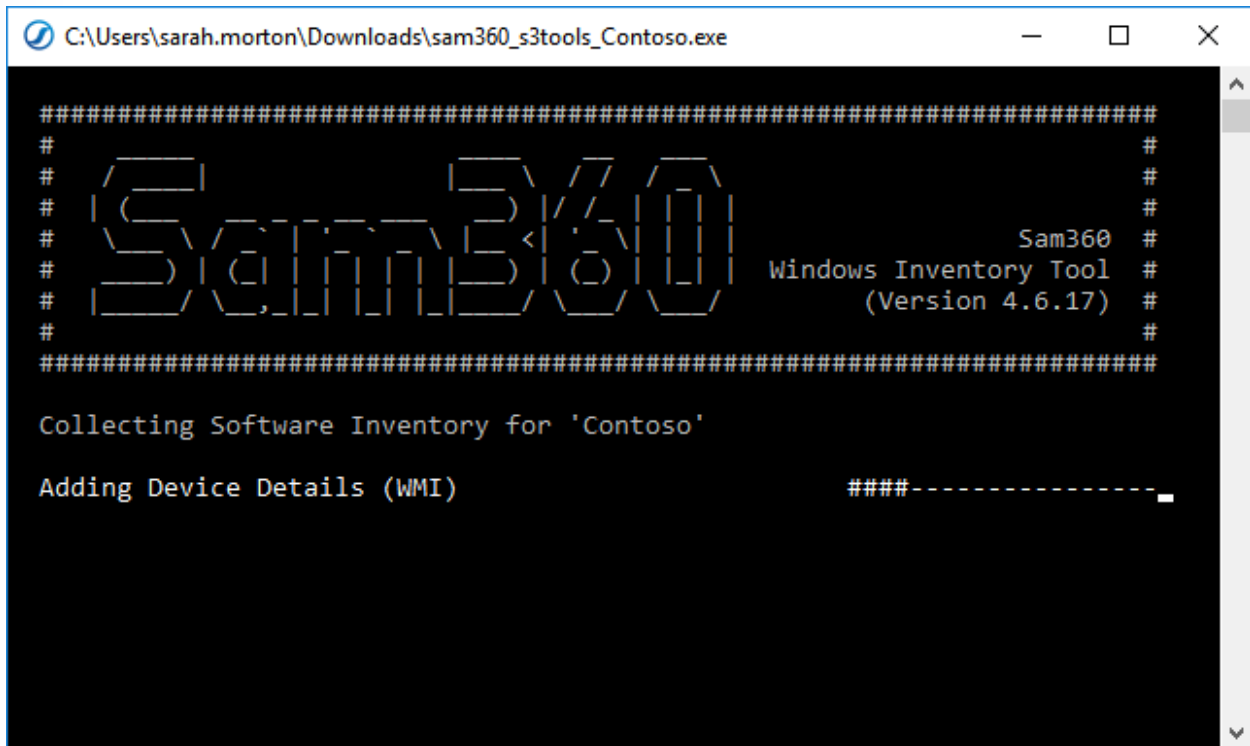
Agent

The Sam360 agent can be installed on all Windows devices from Windows 2000 upwards. It

- Scans the local device for software and hardware inventory
- Meters Windows & Web application activity (Important information for license optimisation services)
- Requires no configuration during installation. All configuration data is embedded in the MSI installer before it is downloaded from the Sam360 portal

At Sam360 we pride ourselves on our very low footprint agent. The installer is 1.25 MB, Peak private working set is generally 4 MB and CPU consumption is always 0% in Task Manager. It is developed in c++/win32 and has no dependency on external components.

Web Scan Tool



```
C:\Users\sarah.morton\Downloads\sam360_s3tools_Contoso.exe

#####
#                               #
#                               #
#                               #
#                               #
#                               #
#                               #
#                               #
#####

Collecting Software Inventory for 'Contoso'

Adding Device Details (WMI)          ####-----
```

Sam360 includes a zero install, zero configuration win32 scan tool to target devices that are 'Off Network', blocked by firewall, have non-standard or unknown Administrator credentials or are otherwise uncontactable. A customised web scan tool is automatically created for each client and is available from the Sam360 portal. The web scan tool can be distributed by

- URI
- Email
- Logon Script
- Network File Share
- USB Drive etc

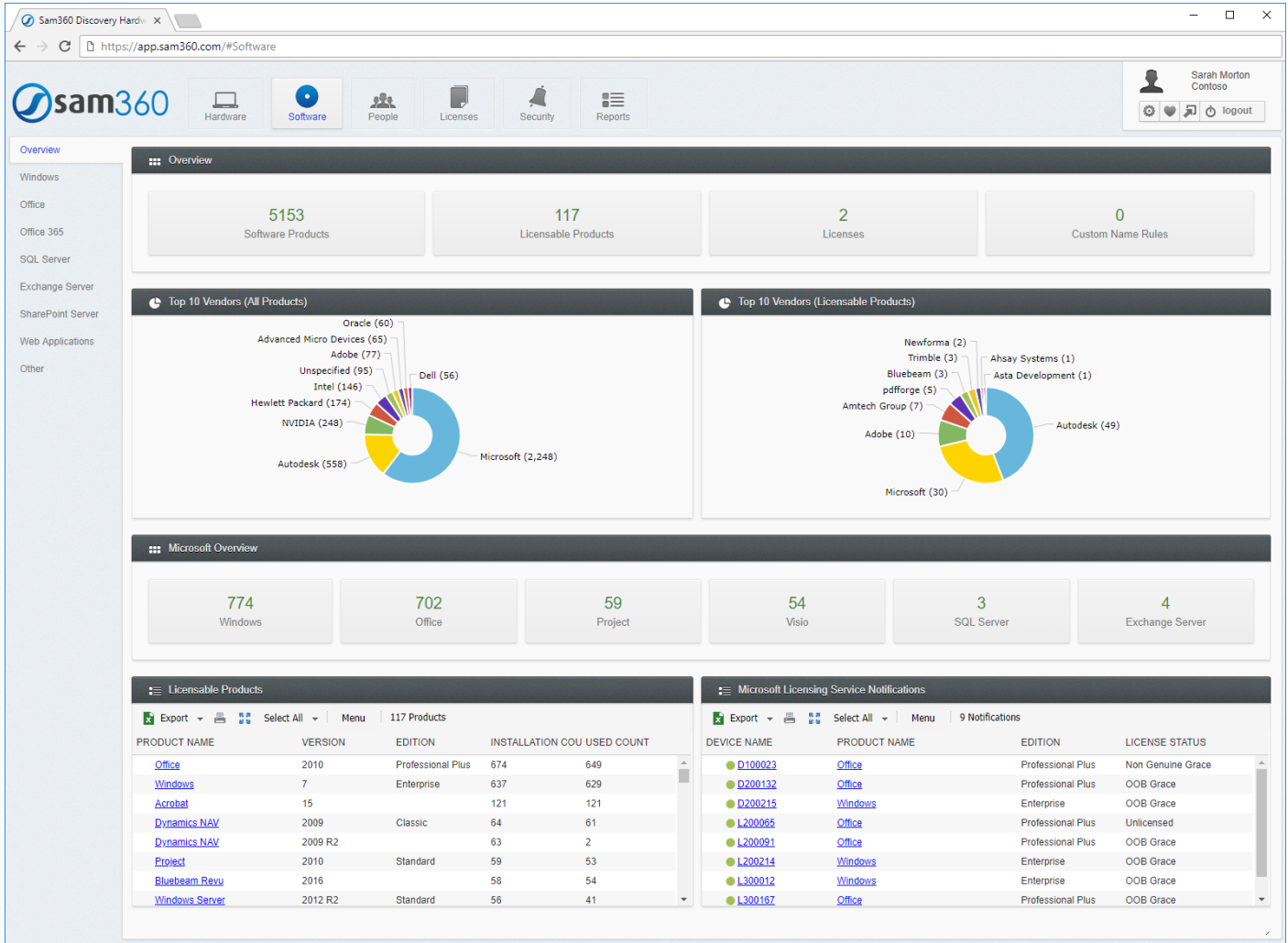
Once a user runs the scan tool, it scans the local machine for software and hardware inventory, uploads the data to the Sam360 servers over HTTPS and then exits. No other user intervention is required.

If the scan tool cannot connect to the Sam360 servers, the inventory file is saved to the local device. This file can be uploaded by

- Putting it in to the 'Uploads Folder' where the Management Point is installed
- Uploading it directly through the web portal

Managed SAM Services

Sam360's extensive software catalog enables partners to deliver fast, efficient, repeatable SAM services for all Windows based vendors. By importing inventory data from 3rd party inventory tools and filling any gaps with agent based or agent free scanning, Sam360 ensures SAM consultants have a consistent view of all clients' data.



By default, Sam360 provides a 100% software recognition SLA for Microsoft products. This can be extended to other vendors if required. Sam360 also operates a 'crowd sourcing' feature so partners and clients can add to the software catalog, if they wish to.

The catalog includes...

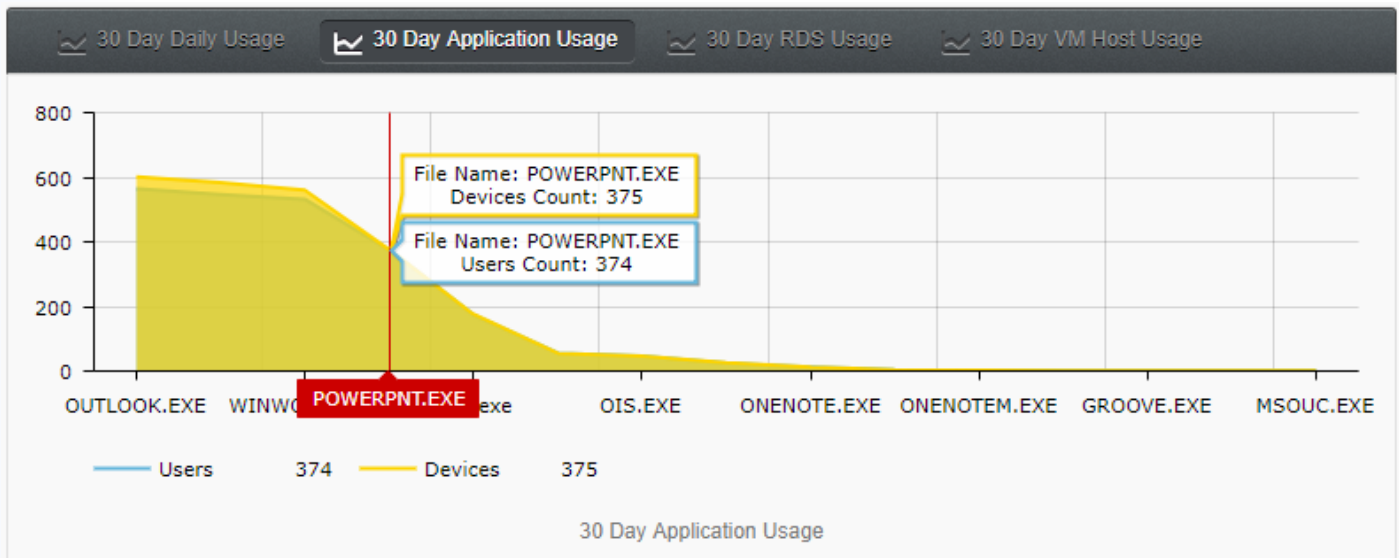
- Vendor Info
- Product & Application Graphics
- Compatibility

- End of Life
- License Details
 - Permitted License Options
 - Suites
 - Vendor License Name
 - Upgrade/Downgrade paths

The table below lists some of the data points gathered during a Sam360 scan that can be important when conducting Microsoft licensing services.

Source	Data points
Software	Normalised Name, Product/Exe relationship, Usage, Uninstall History, Activation Key
Microsoft Software	Keys, Channel, Key Management Server Details, Activation Status
SQL Server	Components, Edition, Cluster
Exchange Server	CAL Requirements, Edition, Active Sync Devices & Config, Usage Info
Skype for Business Server	CAL Requirements
SharePoint	CAL Requirements. WebApplications, SiteCollections, Site features & Users
RDS Server (e.g. XenApp, Terminal Services etc)	CAL Requirements. Logon History, Application Usage, Terminal Usage
Hyper-V, VMware, XenServer	Host/Guest Relationship, Host HW Details, Cluster Info, vMotion/Migration Info
Office 365	License Entitlement, License Allocation & State, Usage

Sam360 'Optimize' edition includes detailed software metering for all Windows and Web applications.



Products that are unused, unwanted or unlicensed can be uninstalled remotely.

All Project Installations - General Details

Export Filter Select All Menu 17 Product Installs

DEVICE NAME	PRODUCT NAME	VERSION	EDI	S PRODUCT ID	CHANNEL DETAILS
<input type="checkbox"/> D10A021	Project	2010	Prof	82503-001-0000205-49784	Volume (Retail MAK)
<input checked="" type="checkbox"/> D10A019	Project	2016	Star		MS Client Key)
<input type="checkbox"/> D10A031	Project	2010	Professional	Licensed	MS Client Key)
<input type="checkbox"/> D10A003	Project	2010	Professional	Licensed	82503-001-0000205-49729 Volume (KMS Client Key)

Menu: Device, Product, Product Instance, Uninstall Selected Product, Mark Selected Products As Verified

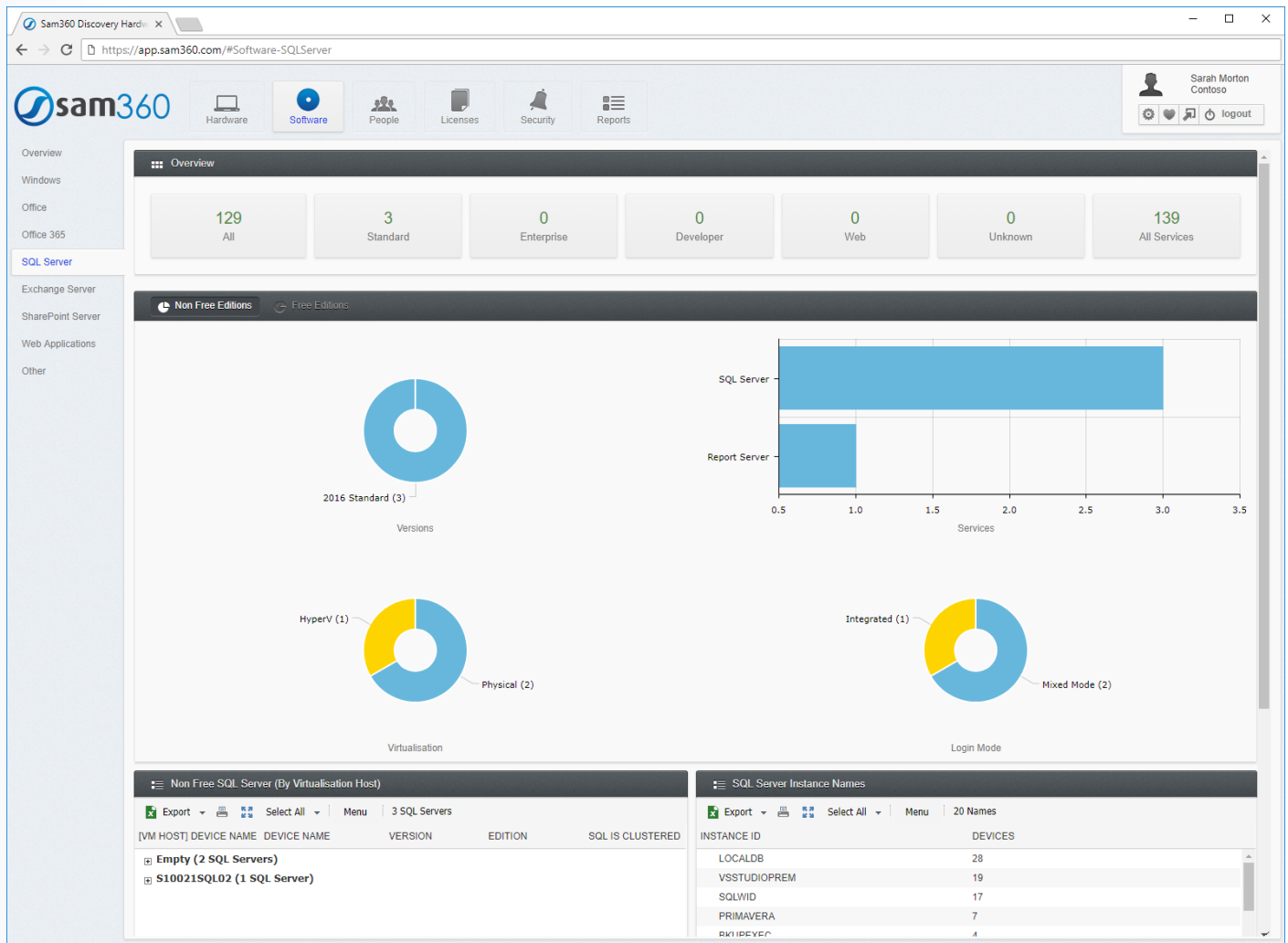
Sam360 can conduct simple gap analysis for products licensed on a per device basis.

Microsoft Effective License Position - OS And Productivity Applications

Export Filter Select All Menu 34 Products

PRODUCT NAME	VERSION	EDITION	INSTALL	DEFAULT LICENSE TY	LICENSE	LICENSE SURPLUS	COMMENTS	ADD LICENSE
Office (10 Products)								
Windows (8 Products)								
Windows	XP	Professional	1	MSDN	0	-1	Paul's Test Client	Add License
Windows	8	Enterprise	89	Device License	0	-89		Add License
Windows	8	Pro	1	Device License	0	-1		Add License
Windows	7	Professional	112	Device License	150	38		Add License
Windows	7	Ultimate	3	MSDN	0	-3	Test Devices	Add License
Windows	7	Enterprise	1	Unspecified	0	-1	Uninstall this	Add License
<input type="checkbox"/> Windows	10	Pro	21	Device License	20	-1		Add License
Windows	10	Enterprise	2	MSDN	0	-2		Add License
Windows Server (10 Products)								
Visio (3 Products)								
Project (2 Products)								
Outlook (1 Product)								

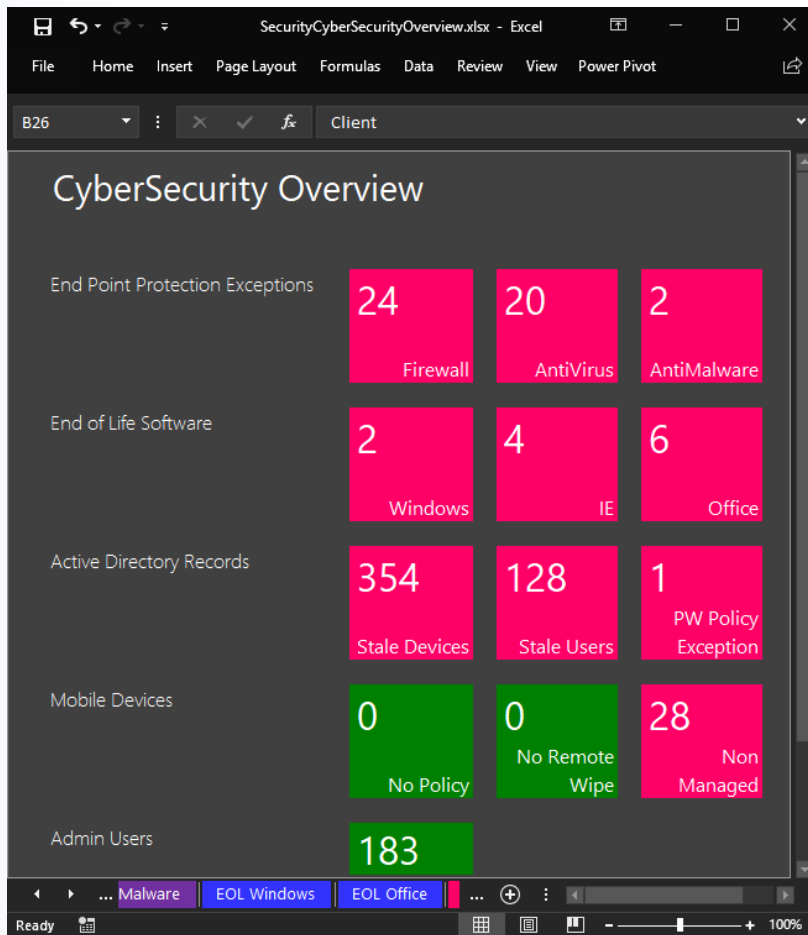
Sam360 includes product specific reports for products with more complex licensing requirements.



CyberSecurity Reviews

As part of a standard environment scan, Sam360 collects the following security related data points

Scan Type	Data Collected
Software Scan	Windows, Internet Explorer and Office 'End of Life' information Firewall, AntiVirus and AntiMalware configuration Security Updates installation status
Hardware Scan	Disk encryption status
Active Directory Scan	Last activity dates for Users & Devices User password policy configuration
Exchange Server Scan	ActiveSync device policy details ActiveSync device remote management capabilities
RDS Software Usage Snapshots & Agent Based Software Metering	Thin client details User account permissions



A detailed CyberSecurity Exception report can be downloaded in Excel format.

Or reviewed in the CyberSecurity dashboard in the Sam360 portal.

The screenshot displays the Sam360 Security dashboard. The top navigation bar includes the Sam360 logo and menu items for Hardware, Software, People, Licenses, Security, and Reports. The user profile for Sarah Morton Contoso is visible in the top right corner.

The dashboard is divided into several sections:

- End Point Protection Status:**
 - Firewall Status Exceptions: 20
 - Antivirus Status Exceptions: 21
 - Antimalware Status Exceptions: 1
- End of Life Software:**
 - Microsoft Windows: 2
 - Microsoft Internet Explorer: 6
 - Microsoft Office: 6
- Active Directory Details:**
 - Stale Device Records: 288
 - Stale User Records: 107
 - User Password Policy Exception: 1
- Mobile Device Management:**
 - Active ActiveSync Devices: 403
 - Active ActiveSync Devices MDM Policy Not Applied: 0
 - Active ActiveSync Devices Remote Wipe Not Supported: 0
 - Terminal Devices No matching PC record: 23
- Windows Administrator Users (As Determined by Sam360 Agent):**

Export Filter Select All Menu 131 Users

DISPLAY NAME	EMAIL ADDRESS	AD DEPARTMENT	AD COMPANY	AD LAST LOGON DATE	AD LAST LOGON	DEVICE ADMIN COUNT
Support	support@contoso.com			2018-05-21 15:47:53	0	640
Administrator	administrator@contoso.com			2018-05-21 15:34:51	0	201
Support						29
Tom Jones (Admin)	c1-adm@contoso.com			2018-05-21 11:00:53	0	21
C9 (Admin)				2018-05-21 09:09:34	0	15
Paul Jones	PaulJones@contoso.com			2018-05-21 11:23:23	0	12
Support						11

Digital Transformation

Sam360's built in workplace analytics helps partners build a business case and plan the implementation of various workspace modernisation and cloud migration projects.

Office 365 Readiness

For customers that are thinking about embracing SaaS, but are not sure if their current infrastructure will support it, this module can help provide the answers and set them on their way to adopting Office 365.

- **Clients.** Evaluate the compatibility of the Office suites currently deployed across your customers estate and determine which clients are ready to embrace the full functionality of Office 365
- **Application Compatibility.** For customers looking to adopt services such as SharePoint Online, OneDrive, Yammer and Skype for Business, Sam360 identify any blockers to incorporating these cloud-based productivity services

Infrastructure Optimisation

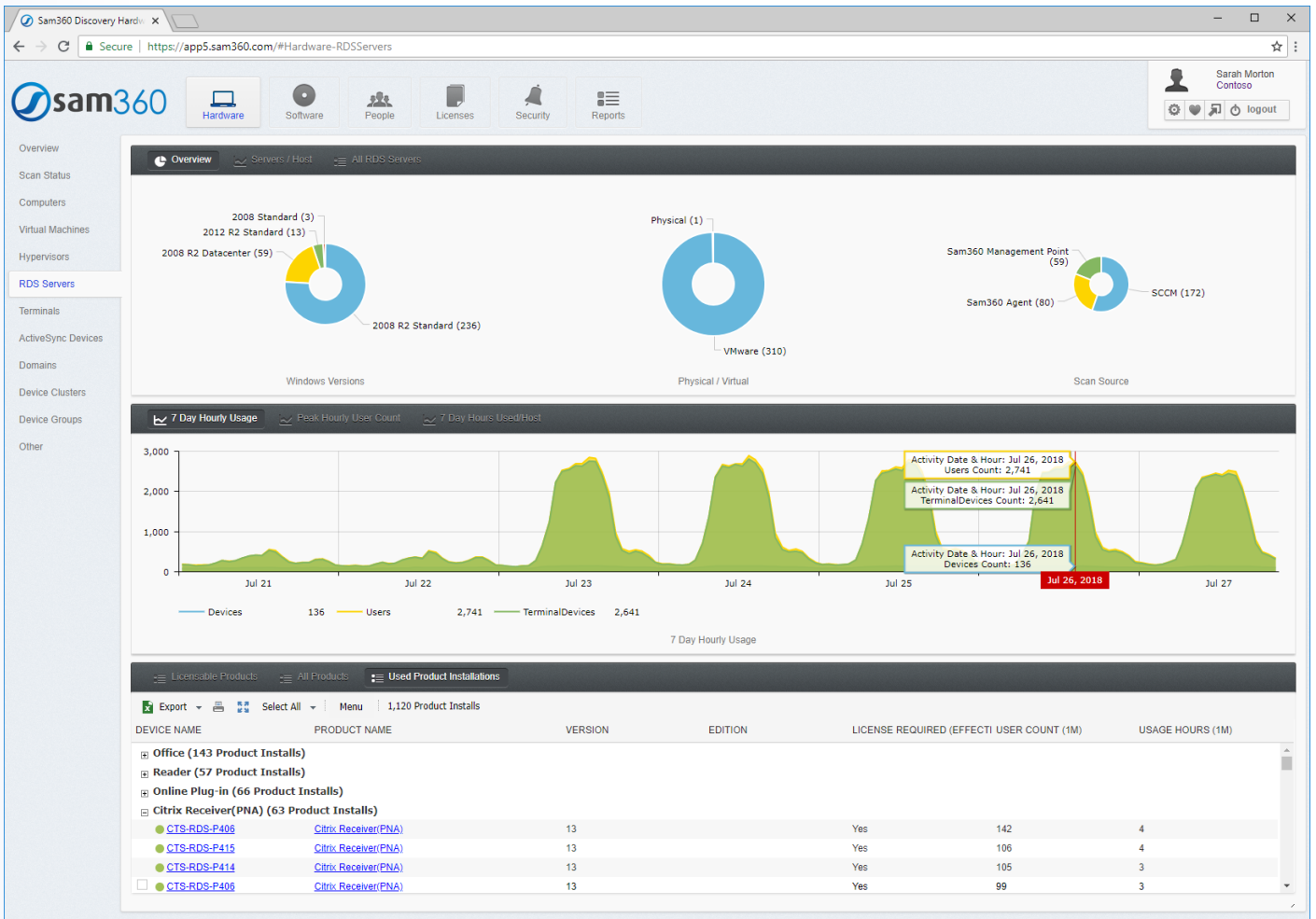
The majority of organizations today are undergoing a digital transformation involving the intelligent cloud. At the same time, many companies continue to maintain an on-premises presence. Sam360's cloud platform allows partners to quickly evaluate their customers overall infrastructure in relation to their on-premises and cloud strategy. Sam360's discovery and reporting helps

- Understand usage and consumption
- Right size IaaS VMs for simple 'Lift & Shift' operations
- Understand priorities for moving workloads
- Enumerate legacy systems and barriers to cloud migration
- Give insight into cost benefits of cloud migration and cost of ownership

Virtualised Application Cloud Migration (XenApp, RemoteApp, Terminal Services etc.)

RDS (Remote Desktop Services) workloads are ideally suited to the cloud. One of the common experiences with On-Premise RDS is 8 hours of continuous intense consumption followed by 16 hours or near nil usage. It's an inefficient allocation of expensive resources and the can easily be addressed by moving some or all virtualised applications to the cloud. In order to plan a migration, customers need to understand

- Which products and applications are used in the RDS environment, by who and from where
- What is the resource consumption profile for each of those applications
- Are there any application dependencies that need to be addressed prior to migration



Sam360's agent free RDS software metering and detailed reporting allows partners to create a business case and detailed migration plan for clients considering the move to the cloud.



Security

Sam360 commits extensive resources to the design, implementation, monitoring & maintenance of our security infrastructure. This includes

- Highly scalable and redundant online infrastructures
- Constant monitoring of production systems
- Ongoing threat assessments
- Rapid deployment of industry standard security technologies

We adhere to the highest security standards for security at every level of the Sam360 experience. You can collect customer inventory and manage their software estate with confidence. In addition to a 99.9% network uptime guarantee, Sam360 clients also benefit from

- Data encryption on transfer. All sensitive data is encrypted with AES 256 bit during transfer.
- Data encryption at rest. All backups are encrypted using AES 256 bit.
- Role based access controls and auditing

Data Sovereignty

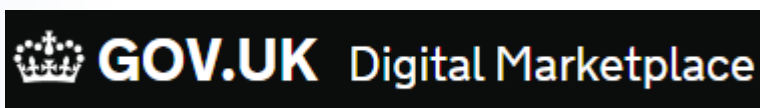
Sam360 offers 3 hosting regions to allow clients to choose where their data is stored and processed. Client data never leaves their selected region. The Sam360 service is hosted entirely on Microsoft Azure. Microsoft Azure has the most comprehensive compliance coverage of any cloud provider.

Region	Primary Servers Location	Encrypted Backup Location
North America	East US	North Central US
Europe	North Europe (Ireland)	West Europe (The Netherlands)
Australia and New Zealand	Australia East	Australia South East

Third Party Audits, Reviews & Certificates

Sam360 works with organisations of all sizes to enable compliance with the most rigorous of standards.

- Our international data centers have completed an SSAE 16 Type II SOC 2 audit and earned the SOC3 seal of assurance. The certification documentation can be downloaded below. Further SOC certification information is available here. The certification was granted for period beginning April 2017.
- Our servers undergo daily vulnerability scanning using the McAfee Secure Site Service
- Our Service web site is certified as PCI compliant as a level 1 supplier
- We've completed multiple client ISO 27001 Information Security audits for organisations in financial services and other regulated industries. Client testimonials are available upon request.
- The service was formally accepted in to UK Government G-Cloud Digital Market Place in January 2016
- All Web Portal and API access is encrypted with a 2048 bit RSA GoDaddy certificate.
- All Sam360 installer packages are signed using a Comodo 2048 bit RSA Comodo Code Signing certificate.



Editions & Pricing

Sam360 has 2 different editions. Analyze edition is generally sufficient for software license reviews, CyberSecurity reviews and most digital transformation projects. Optimize editions helps customers optimize their environment – i.e. meter software usage using the Sam360 agent and uninstall unused or unlicensed software remotely.

Optimize includes all the features of Analyze plus Software Metering and Software Removal.

	Analyze	Optimize
Inventory		
Software & Hardware Inventory	Yes	Yes
Software Recognition & Normalisation	Yes	Yes
Scanning Method	Remote Only	Agent & Remote
Software Metering	RDS Snapshots Only	Complete
Software Removal	No	Yes
Inventory Import MAP, SCCM, Snow, Altiris, Lansweeper	Yes	Yes
License Management		
License & Contract Management	Yes	Yes
Document Storage	10 MB/100 devices	50 MB/100 devices
Microsoft Workspace Integration	Yes	Yes
Office 365 Integration	Yes	Yes
Reporting		
Custom Reporting	Yes	Yes
Custom Excel Reporting	Yes	Yes
Custom Fields (Per Object Type)	1	5

Detailed Feature List

Software & Hardware Discovery

- Rapid data collection
 - Remote scan
 - Target All AD, AD location, List & IP Range
 - Multi protocol (WMI, Remote Registry, Remote PowerShell)
 - Low resource footprint scan
 - Configurable number of simultaneous scans
 - Intelligent scheduling to rescan devices previously unavailable
 - Use one or more sets of administrator credentials
 - Agent scan **[Optimize Only]**
 - Agent is a simple low footprint 2 MB Win32 application.
 - No dependency on .NET Framework
 - Deploy agent standard MSI package using Sam360 Management Point, Group Policy, any software deployment tool or zero configuration manual install.
 - Web scan - Zero install, zero configuration scan tool. Deploy with URL, Email, Thumb drive, Network drive etc.
 - Import from existing repositories E.g. System Center Configuration Manager, MAP Toolkit, Altiris Inventory, Snow Inventory, Lansweeper
 - Manual Entry
- Software Metering
 - Agent based Windows & Web application metering of Windows client & server devices including RDS servers (e.g. XenApp, RemoteApp & Terminal Services) **[Optimize Only]**
 - Agent free Windows application metering of RDS server
- Forensic data discovery such as
 - Product Editions, Keys, Channel, Licensing Service status, Uninstall history
 - SQL Server Services, Edition, Instance Name, Cluster, Configuration
 - Enabled Operating System features
 - BIOS OEM license data
 - ISO/IEC 19770-2:2015 SWID Tags
 - Logon history
- Configuration can be updated locally using Windows application or remotely using Sam360 portal
- Product catalogue data for individual software products, such as licensability, Windows version compatibility, end of life dates etc.
- Remote software removal **[Optimize Only]**
- Integration with virtualisation servers such as VMware, Hyper-V, XenServer. Gather affinity, cluster, migration history information.
- Integration with various enterprise systems
 - XenApp, XenDesktop, RemoteApp - Software usage & availability, Terminal usage
 - Exchange Server - Server Edition & Role, Mailbox usage, CAL Requirements, ActiveSync device activity
 - Skype for Business - CAL Requirements
 - SharePoint - Web Applications, Site features, Users & CAL Requirements

License Management

- Inventory data normalization
- License gap analysis for device based licensing
- Contracts, Agreements, Renewal, Vendor & Reseller Management
- Integration with Office 365 License Management - Gather License Entitlement, License Allocation & State, Usage information.
- Integration with Microsoft Software Asset Management workflows WCA & IAM

Reporting

- Standard grid with data filtering, sorting, printing & export in various formats
- Standard Excel reports such as 'Environment Overview', 'Scan Status', 'Cyber Security Review'
- Custom report design including field selection, filter definition, data grouping and context sensitive methods
- Custom Excel report design
- API to access all client data

Value Added Services

- Cybersecurity reporting (End Point Protection status, Unmanaged mobile devices, Admin user profiling etc)
- Mobile Device Management including thin client and ActiveSync device discovery
- Office 365 readiness reporting

Core Security Protection

- Data Encryption on Transfer. All data is encrypted using 256 bit SSL on transfer
- Administrative Auditing. Manage user permissions. Track all user activity
- Sophisticated User Password Policy
- Source-based Access Control. Block and grant access based on user IP address
- Region Aware Hosting. Choose to use our secure European, North American or Australian data centres

Partner Features

- Instant client onboarding
- All client data centralised in 1 location
- Fine grained permissions system to provide different levels of access to client data
- White labelling
- API to manage client work flows e.g. CRM, BI, Backend License Management etc

Pricing

Sam360 charges per 100 devices or 100 users per month or per year. Chargeable devices include

- Computers (Client & Server) switched on in last 60 days
- Virtual machines switched on in last 60 days
- Thin clients (Managed & unmanaged) accessing environment in last 60 days

Chargeable users include all users accounts active in last 60 days excluding Service Accounts and Group Accounts.

Sam360 also offers discounted pricing for a 3 month Analyze Edition subscription for new customers.

Pricing is available in Euro, Sterling, CAD, USD & AUD.

Visit www.sam360.com for more information

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