



President's Letter

Compliance and Legislation: two words that strike fear into the hearts of business entities around the globe. IAITAM established itself preaching to the world that compliance was achievable and should be managed as a key and ongoing process of your ITAM program. Now the world is waking up to the fact that by adhering to the goals of compliance and legislative mandates, they can reap other advantages for the organization. What advantages you say? Let me start by pointing out three typical areas within the Asset Management Program where you can save budget dollars and avoid non-budgeted costs.

To start with, when it comes to software licensing and hardware procurement, negotiating a win-win in contract terms for both you and the vendor should include compliance terminology that tells you as a customer what the vendor's definition of compliance is. Having the terms defined in your purchase terms and conditions will help your organization avoid compliance issues downstream and subsequently save money for the organization by avoiding license compliance audits because the contract terms were not explicit.

Second, with a state of compliance comes a complete accounting of what you own; step one in your ITAM program's purchase reconciliation process. Knowing what you own and where it resides within the organization can allow you to budget properly and establish a baseline of what is currently possessed. This is exactly the information you need to plan for upcoming purchases, trend analysis, software upgrades and hardware lifecycle planning. How effective and exacting can you budget when you know the total complement of software and hardware within the organization? What savings can you reap with the analysis now available to you when budgeting for FY 2009? No more adding 10% to the IT budget as in previous years as a standard tactic for budgeting. In times with a looming recession impacting the economy, your CIO will greatly appreciate an accurate accounting come the next budgeting cycle.

Another avenue for corporate savings to the organization occurs when considering the end of lifecycle for your hardware or software assets. Do you know the legislative impact on your organization's disposal methods? Improper disposal by the organization or indirectly through a third party such as a recycling or disposal firm can be costly to your bottom line. Legislation is in place globally and penalties impact organizations with unbudgeted costs if handled improperly.

These are just three areas in which compliance and legislation can financially impact your organization either in the initial stages of an ITAM program such as with accurate accounting and budgeting or at the end of the lifecycle through improper hardware disposal. In considering these three areas, remember that there are many other aspects of an ITAM program impacted by compliance and legislation and that an ITAM program and adherence to compliance and legislation is not a static event, instead think of it as you do your ITAM program as a whole, a living breathing program – it's ongoing and requires proper daily care in order to grow.

Sincerely,

A handwritten signature in black ink, appearing to read 'Barbara Rembiesa'.

Barbara Rembiesa
President and Founder
IAITAM