

# 5 Reasons SAM Tools Miss the Mark in Hybrid IT



01

## VISIBILITY GAPS

- Can't track usage across AWS, Azure, Citrix, or Autodesk Cloud.
- Leads to blind spots, over-purchasing, and wasted licenses.

**Impact:** Missed savings & inflated renewals.

## HIGH-COST ENGINEERING LICENSES GO UNOPTIMIZED

- Tools fail with complex licenses (Ansys, MATLAB, CATIA).
- No tracking of idle time, queues, or denials.

**Impact:** Millions lost yearly + delayed projects.



03

## REACTIVE, NOT PROACTIVE REPORTING

- Focuses on past usage instead of real-time insights.
- Decisions made too late to avoid overspending.

**Impact:** Costly renewals & misaligned license pools.

## SURFACE-LEVEL OPTIMIZATION

- Counts licenses, but ignores license behavior.
- Can't simulate pool changes or reclaim idle sessions.

**Impact:** Bloated portfolios & slower project delivery.



05

## NO ALIGNMENT WITH FINANCE & PROCUREMENT

- Operates in silos, disconnected from ROI and budgeting.
- Lacks cost-per-user and department-level insights.

**Impact:** Overspending + missed strategic investments.

## How Open iT Closes the Gap



Real-time visibility across hybrid IT



Deep engineering license tracking



Predictive cost optimization



Department & user-level reports



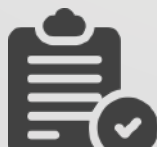
Aligns IT, finance & procurement

## Rethink SAM for Hybrid IT



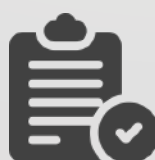
Traditional SAM tools

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Compliance only

**OpeniT** =



Compliance

+



Cost Efficiency

+



Smarter Decisions

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