

ITAM solutions



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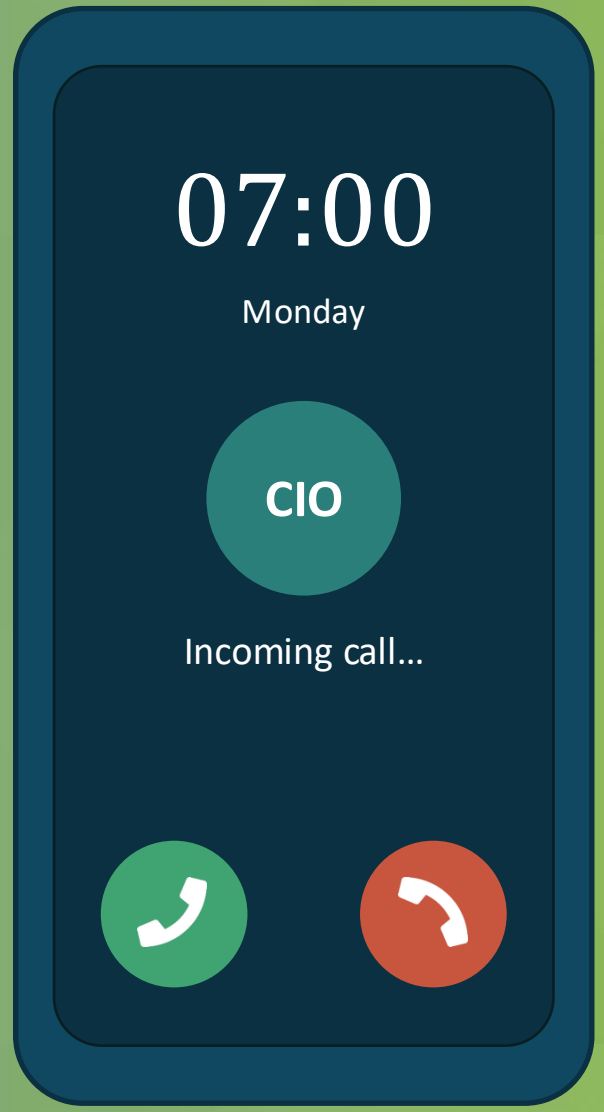
Your CIO calls with one question:

When one of our major technology vendors has suspended the service in our region...

What breaks?



Hands up if you could answer by the end of the day.





Sovereign by Design

Can you still control your software estate?

SAMS EUROPE

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Sovereign

[adjective]

having the highest power or being completely independent

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Sovereign

[adjective]

having the highest power or being completely independent

Geopolitics & law

- Extraterritorial reach (e.g. US CLOUD Act)
- Sanctions and export controls

Regulations

- NIS2 · DORA · EU Data Act · GDPR
- Third-party risk is now your obligation

Market

- Consolidation and acquisitions
- Perpetual → subscription shifts
- SaaS and AI dependency

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You can’t control what you can’t see

Sovereignty questions are inventory questions in disguise.

SAM already holds

- Discovery and inventory
- Entitlements and contracts
- Usage data

Usually missing

- Jurisdiction and data location
- Dependency chains
- Exit and change-of-control terms

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Loop back: what breaks?

When one of your major technology vendors has suspended the service in your region.

Impact on the estate

- The service is down
- Hidden dependencies
- Shadow SaaS/IT not working
- Paying for services you can't use

	Unprepared	Prepared
Tactical	➢ Panic mails ➢ War room on best effort ➢ Chaos	➢ SAM/CMDB will provide the dependency ➢ Continuity runbook
Strategic	➢ "We'll look at this" once the crisis passes	➢ Managed dependencies ➢ Considered the jurisdiction ➢ Approved alternatives for tier-one services

*The risk is not always the vendor. It is **the undiscovered dependency chain**.*

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WHAT IF · SCENARIO

The Overnight License

Your largest infrastructure vendor, recently acquired, ends perpetual licenses and moves to subscription bundles with core minimums. Renewal is in 90 days, and the quote is several times last year's cost.

What's your first move?

- **A** Hold off and negotiate
- **B** Look for alternatives



Raise your hand for A

The Overnight License: what happens next

SCENARIO · IMPACT & RESPONSE

Impact on the estate

- Budget Shock
- Forced shelfware
- No leverage without an exit
- Pressure on multi-year lock-in

	Unprepared	Prepared
Tactical	➢ Reconciles deployments ➢ Signs on the vendor's terms	➢ Accurate usage baselines ➢ Right-size ➢ Knows the cost of the alternative
Strategic	➢ It as a one-off budget problem	➢ Monitor the M&A signals ➢ Managed price caps and change-of-control clauses

Licensing control is sovereignty. Your only real leverage is a credible option to leave.

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Sovereignty in ITAM

The ability to keep making your own decisions about your IT estate.

Data location	Where is our data stored and processed?
Jurisdiction	Whose laws apply?
Vendor dependency	How reliant are we on a single vendor?
Licensing control	Who sets the licensing terms: us or them?
Operational continuity	Can we keep running if something changes?

Not a location…

Not "buy European"..

Sovereignty means ***having options that are best for the organization.***

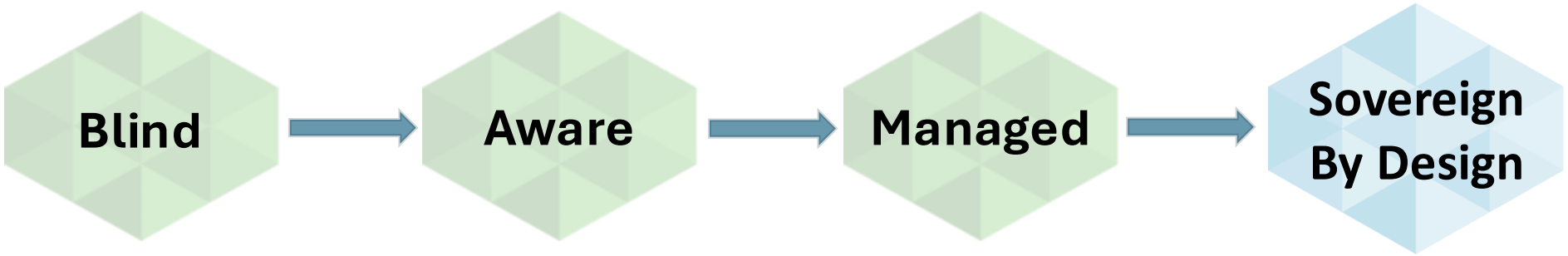
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How to move forward?

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Finding your exposure

- Data location
- Jurisdiction
- Vendor dependency
- Licensing control
- Operational continuity



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The Sovereignty Exposure Map

	1 · Blind	2 · Aware	3 · Managed	4 · Sovereign by design
Data location	Unknown	**Known for major systems**	Recorded and reviewed	Set per data class before sourcing
Jurisdiction	**Not considered**	Known for top vendors	Legal assessment for critical	Scored sourcing criterion
Vendor dependency	**No view**	Top vendors by spend	Dependency map incl. identity	Limits and tested alternatives
Licensing control	Reactive to change	Major vendors reconciled	**Baselines; renewals 12–18m ahead**	Protective clauses standard
Continuity	**No exit plans**	Considered ad hoc	Documented exit plans	Tested and rehearsed

**An example of an exposure map*

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STRATEGIC · 1–3 YEARS

Sovereign by design



Sourcing

Sovereignty criteria in every RFP and renewal

Contracts

Exit plans, portability and price protection as standard

Architecture

Portability and open standards for critical workloads

Governance

Tiered, owned, and on the risk register

Foundation: SAM data (visibility, entitlements, contracts)

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TACTICAL

Your next 90 days

DAYS 1–30

Map

- Focus on top 10 critical vendors
- Record vendor attributes
- Document the dependencies
- Create the exposure map

DAYS 31–60

Enrich & check

- Add sovereignty attributes to SAM / CMDB
- Pull renewals for the next 12–18 months
- Check exit, portability, change-of-control

DAYS 61–90

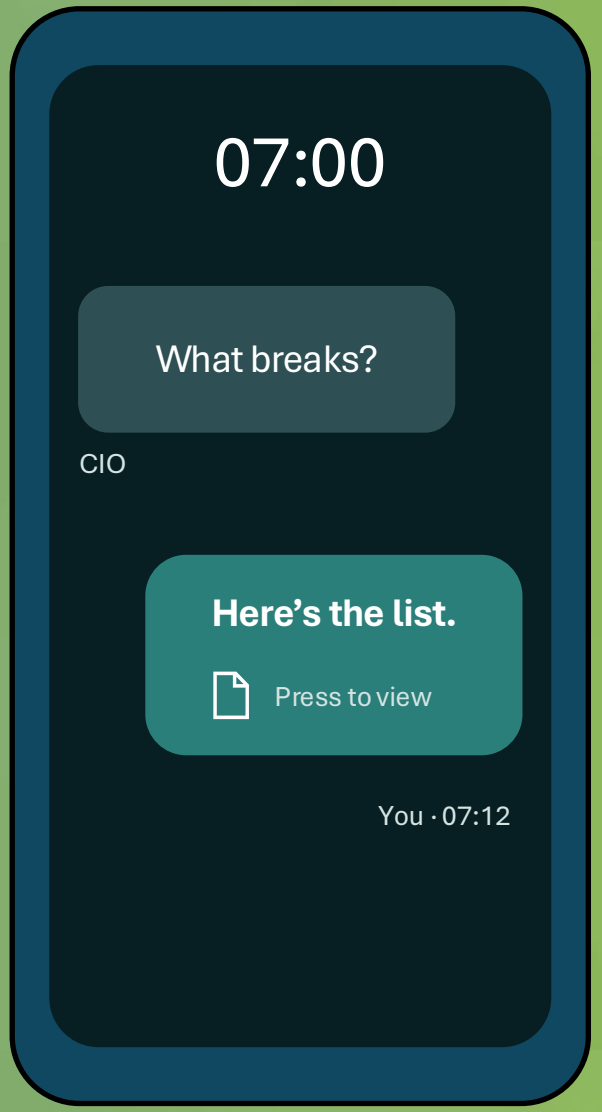
Rehearse

- Run a tabletop rehearsal
- Agree a RACI incl. security, legal, procurement
- One-page heatmap for your CIO

In conclusion

Build a sovereignty map for your top-10 before your next major renewal.

The question isn’t whether you’ll lose control of a vendor. It’s whether you’ll know what it means before it happens.



Questions?



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