Snow Software Usage Parameters

These Usage Parameters outline the functionality a Customer is entitled to use for a specific Product. A Customer may be able to access functionality within certain Products that it is not entitled to use. A Customer is only entitled to use the Product functionality it has purchased as outlined in these Usage Parameters. Additional fees may be incurred by the Customer in the event that the Customer uses functionality that it has not purchased.

Product	Included Functionality

Product	Included Functionality
Spend Optimizer – SAM on Snow Atlas	▪ **Discover** all end user computing and hardware devices used in the organization from (virtual) desktops, laptops to mobile devices. Discover all devices used in the datacenter, both virtual and physical. ▪ **Consolidate** multiple data sources into one normalized common truth providing a single pane of glass into software and hardware use across the organization. ▪ **Identify** software use on end user computing devices and detailed reporting on hardware specification. Identify software use in datacenter, including virtualization technologies and Oracle products and detailed reporting on hardware configuration and specifications. **Intelligence:** ▪ Visibility into what software applications have been recently installed, what applications are in use, top applications used, and which are unused. ▪ Monitors adoption of new and current software regardless of how software is procured or deployed. ▪ Basic insights into software usage to support software/technology transition planning. ▪ Provide a holistic view of software and hardware spend across the business. ▪ Identify top software and hardware vendors from a spend point of view. ▪ Reconcile different data sets to get the single view into software and hardware spend. ▪ Identify the drivers of software and hardware spend to enable cost allocation. ▪ Detailed software usage reporting to enable optimization. Right-size software spend based on business needs. ▪ Reduce software spend through software portfolio rationalization. ▪ Identify unused or underutilized accounts across the organization. ▪ Forecast future spend based on trends/historical use. ▪ Identify and manage risks related to software deployments through denylisting and end of life insights. ▪ Optimize software spend by utilizing product use rights efficiently. ▪ Expert level assessments for key products such as Windows Server to identify the most cost-effective way to license in virtualized environments. ▪ Compliance position reporting to avoid unbudgeted costs and minimize disruption caused by vendor audits. ▪ Identify installations of all licensable and free versions of Java (Oracle Java or otherwise) on devices. **Oracle Specific:** ▪ Identify unused or under-utilized Oracle licenses and associated costs. ▪ Produce Oracle License Positions to avoid unbudgeted costs and minimize time to manage reconciliation. ▪ Provide a holistic view of Oracle spend across the business. ▪ Identify the top Oracle Products from a spend point of view. ▪ Reconcile different data sets to get the single view into Oracle spend. ▪ Identify the drivers of Oracle spend to enable cost allocation; and ▪ Optimize the estate based on computer standards and minimum hardware requirements to understand upgrade/transformation costs. **Container Visibility:** ▪ Scans the container environment to identify if there are commercial products that need a license. ▪ Provides details on what kind of license is required to be compliant.

Product	Included Functionality
Spend Optimizer - SAM	▪ **Discover** all end user computing and hardware devices used in the organization from (virtual) desktops, laptops to mobile devices. Discover all devices used in the datacenter, both virtual and physical. ▪ **Consolidate** multiple data sources into one normalized common truth providing a single pane of glass into software and hardware use across the organization. ▪ **Identify** software use on end user computing devices and detailed reporting on hardware specification. Identify software use in datacenter, including virtualization technologies and Oracle products and detailed reporting on hardware configuration and specifications. **Intelligence:** ▪ Visibility into what software applications have been recently installed, what applications are in use, top applications used, and which are unused. ▪ Monitors adoption of new and current software regardless of how software is procured or deployed. ▪ Basic insights into software usage to support software/technology transition planning. ▪ Provide a holistic view of software and hardware spend across the business. ▪ Identify top software and hardware vendors from a spend point of view. ▪ Reconcile different data sets to get the single view into software and hardware spend. ▪ Identify the drivers of software and hardware spend to enable cost allocation. ▪ Detailed software usage reporting to enable optimization. Right-size software spend based on business needs. ▪ Reduce software spend through software portfolio rationalization. ▪ Identify unused or underutilized accounts across the organization. ▪ Forecast future spend based on trends/historical use. ▪ Identify and manage risks related to software deployments through denylisting and end of life insights. ▪ Optimize software spend by utilizing product use rights efficiently. ▪ Expert level assessments for key products such as Windows Server to identify the most cost-effective way to license in virtualized environments. ▪ Compliance position reporting to avoid unbudgeted costs and minimize disruption caused by vendor audits. ▪ Identify installations of all licensable and free versions of Java (Oracle Java or otherwise) on devices. **Oracle Specific:** ▪ Identify unused or under-utilized Oracle licenses and associated costs. ▪ Produce Oracle License Positions to avoid unbudgeted costs and minimize time to manage reconciliation. ▪ Provide a holistic view of Oracle spend across the business. ▪ Identify the top Oracle Products from a spend point of view. ▪ Reconcile different data sets to get the single view into Oracle spend. ▪ Identify the drivers of Oracle spend to enable cost allocation; and ▪ Optimize the estate based on computer standards and minimum hardware requirements to understand upgrade/transformation costs.

Product	Included Functionality
Snow SaaS Management	- Detect SaaS usage through browser extensions, SSO integration or direct SaaS vendor portal connection. - Import SaaS subscriptions, costs and contracts and compare subscriptions purchased to allocations and usage. - Monitors adoption of SaaS regardless of how it is procured or deployed. - Provides insights into SaaS use to support technology transition planning. - Detailed SaaS usage reporting to enable optimization. Right-size Customer's SaaS spend based on business needs. - Reduce spend through SaaS portfolio rationalization. - Identify unused or under-utilized accounts across key SaaS providers. - Right-size contracts by buying and renewing only the subscriptions needed. - Includes Data Intelligence Service functionality for consolidating, normalizing and augmenting SaaS application data.
Snow SaaS Management – Automation Edition	Includes the functionality of: - Snow SaaS Management and - Productivity Optimizer functionality used in conjunction with Snow SaaS Management.
Adoption Tracker - End User Computing	**Discover** all end user computing and hardware devices used in the organization from (virtual) desktops, laptops to mobile devices. **Consolidate** multiple data sources into one normalized common truth providing a single pane of glass into software and hardware use across the organization. **Identify** software use on end user computing devices and detailed reporting on hardware specification. **Intelligence:** - Visibility into what software applications have been recently installed, what applications are in use, top applications used, and which are unused. - Monitors adoption of new and current software regardless of how software is procured or deployed. - Basic insights into software usage to support software/technology transition planning.
Adoption Tracker - SaaS	**Discovery:** Detect SaaS usage on desktops and laptops through browser extensions or direct SaaS vendor portal connection. **Software Inventory:** Detects SaaS usage on discovered devices. **Hardware Inventory:** Retrieves information from hardware relevant to SaaS use reporting. **Software Usage Tracking:** - Monitors adoption of SaaS regardless of how it is procured or deployed. - Provides insights into SaaS use to support technology transition planning; and - Basic SaaS usage reporting through browser extensions or direct SaaS vendor - portal connection.
Adoption Tracker – Datacenter	**Discover** all devices used in the datacenter, both virtual and physical. **Consolidate** multiple data sources into one normalized common truth providing a single pane of glass into software & hardware use across the organization. **Identify** software use in datacenter, including virtualization technologies and Oracle products and detailed reporting on hardware configuration and specifications.

Product	Included Functionality

Spend Optimizer – End User Computing	▪ Detailed software usage reporting to enable optimization. Right-size software spend based on business needs.
	▪ Reduce software spend through software portfolio rationalization.
	▪ Identify unused or underutilized accounts across the organization.
	▪ Forecast future spend based on trends/historical use.
	▪ Identify and manage risks related to software deployments through denylisting and end of life insights.
	
	Insights:
	  ▪ Provide a holistic view of software and hardware spend across the business.
	  ▪ Identify top software and hardware vendors from a spend point of view.
	  ▪ Reconcile different data sets to get the single view into software and hardware spend.
	  ▪ Identify the drivers of software and hardware spend to enable cost allocation.
	  ▪ Identify installations of all licensable and free versions of Java (Oracle Java or otherwise) on datacenter and end user computing devices.

Spend Optimizer – SaaS	▪ Detailed SaaS usage reporting to enable optimization.
	▪ Right-size Customer SaaS spend based on business needs.
	▪ Reduce spend through SaaS portfolio rationalization.
	▪ Identify unused or under-utilized accounts across key SaaS providers.
	▪ Enable integrated views of on-premises and cloud usage for visibility and control.
	▪ Right-size contracts by buying and renewing only the subscriptions needed.
	
	For Microsoft 365:
	  ▪ Detailed usage insight to select best subscription type (E3, E1, etc.); and
	  ▪ Identify users who may be double licensed.
	
	For Adobe Creative Cloud:
	  ▪ Identify unused accounts.
	  ▪ Reduce costs by selecting; All Apps or Single App licenses; and
	  ▪ Identify unmanaged users.

Spend Optimizer – Datacenter	▪ Right-size Customer software spend based on business needs.
	▪ Reduce spend through software portfolio rationalization.
	▪ Optimize software spend by utilizing product use rights efficiently.
	▪ Identify unused or under-utilized Oracle licenses and associated costs.
	▪ Expert level assessments for key products such as Windows Server to identify the most cost-effective way to license in virtualized environments.
	▪ **Compliance** position reporting to avoid unbudgeted costs and minimize disruption caused by vendor audits.
	
	Oracle Specific:
	  ▪ Produce Oracle License Positions to avoid unbudgeted costs and minimize time to manage reconciliation.
	  ▪ Provide a holistic view of Oracle spend across the business.
	  ▪ Identify the top Oracle Products from a spend point of view.
	  ▪ Reconcile different data sets to get the single view into Oracle spend.
	  ▪ Identify the drivers of Oracle spend to enable cost allocation; and
	  ▪ Optimize the estate based on computer standards and minimum hardware requirements to understand upgrade/transformation costs.

Product	Included Functionality
Spend Optimizer – Datacenter on Snow Atlas	▪ Right-size Customer software spend based on business needs. ▪ Reduce spend through software portfolio rationalization. ▪ Optimize software spend by utilizing product use rights efficiently. ▪ Identify unused or under-utilized Oracle licenses and associated costs. ▪ Expert level assessments for key products such as Windows Server to identify the most cost-effective way to license in virtualized environments. ▪ **Compliance** position reporting to avoid unbudgeted costs and minimize disruption caused by vendor audits. **Oracle Specific:** 　▪ Produce Oracle License Positions to avoid unbudgeted costs and minimize time to manage reconciliation. 　▪ Provide a holistic view of Oracle spend across the business. 　▪ Identify the top Oracle Products from a spend point of view. 　▪ Reconcile different data sets to get the single view into Oracle spend. 　▪ Identify the drivers of Oracle spend to enable cost allocation; and 　▪ Optimize the estate based on computer standards and minimum hardware requirements to understand upgrade/transformation costs. **Container Visibility:** ▪ Scans the container environment to identify if there are commercial products that need a license. ▪ Provides details on what kind of license is required to be compliant.
Productivity Optimizer (For EUC, SaaS, and Datacenter)	▪ Proactive cost avoidance by automatically removing and reassigning unused software. ▪ Automated, approval-driven, self-service request process. ▪ Customized workflows that are customer-maintained and supported.
Risk Monitor	▪ Provide a holistic view of software vulnerabilities across the business. ▪ Automate vulnerability identification. ▪ Prioritize which vulnerabilities to address first with severity level from the NIST National Vulnerability Database (NVD), including known exploited vulnerabilities. ▪ Provide a map of applications that may be processing PII across the business. ▪ Speed up remediation with robust contextual data around risks. ▪ Explore the full risk landscape with the interactive analytics dashboard. ▪ Near-time insights into the vulnerability landscape with daily app updates. ▪ Actively manage software lifecycles with EOL & vulnerability data in one place.
ITSM Enhancer	**Improve Data Quality:** ▪ Connector maps data accurately to the CMDB. ▪ Automatically maintains the CMDB with enriched data. ▪ Near-time updates ensure an up-to-date CMDB. ▪ Integrates with top ITSM vendors to improve CMDB quality (ServiceNow, BMC, TopDesk) ▪ Robust contextual data around configuration items (CI) helps speed up ITSM activities.

Product	Included Functionality
Snow Optimizer for SAP® Software	▪ Provide a holistic view of software spend across the business. ▪ Identify Customer financial exposure. ▪ Reduce risk of significant unbudgeted costs. ▪ Get Customer software budgeting process under control. ▪ Identify the drivers of software spend and gain control. ▪ Identify Inactive and duplicate users. ▪ Fine tune Customer license allocation to make significant savings based on real usage. ▪ Highlight Indirect Access Risk/ Estimate Digital Access Costs. ▪ Identify Customer financial exposure (risk/audit). ▪ Leave unnecessary costs behind during S/4HANA migrations. ▪ Save time by automating and streamlining internal lengthy or manual processes.
License Intelligence **Snow Optimizer for SAP® Software – Add On**	License Intelligence templates are templates of rules, rule sets, and usage profiles for optimizing ECC, S/4HANA, and S/4HANA Cloud systems. For ECC systems, there are templates for the Application and the Business Suite price list. Customer can adapt License Intelligence rule sets to its specific contractual situation. License Intelligence templates include: 70 Rules 6 Rule sets 39 Single usage profiles 21 Composite usage profiles
Snow Commander	▪ Provide a holistic view of all public cloud and on-premises environments. ▪ Identify overprovisioning and waste. ▪ Orchestrate the delivery and management of workloads to end users. ▪ Optimize cloud costs and keep them predictable. ▪ Govern cloud consumption and enforce best practices.
Data Intelligence Service	Data Normalization: Consolidates, normalizes**,** and augments data Customer has inventoried from multiple data sources and outputs this data for further analysis.
Snow Cloud Cost	▪ Platform access and data processing of cloud service provider billing data. ▪ Full visibility into public cloud costs. ▪ Custom dashboards and scheduled reports. ▪ Accurate forecasting and budgeting. ▪ Real-time cost spike detection. ▪ Allocation of cloud costs by users, services, applications, projects, etc. ▪ Actionable cloud cost savings recommendations. ▪ Granular view of Kubernetes services.
Snow for Engineering	▪ Meter and report how engineering applications are being used ▪ Suspend unused applications and release the associated licenses to ensure applications are ready for users when it's time to deploy.

Product	Included Functionality

Snow Base Technology Package
• Snow License Manager
• Snow Inventory
• Snow Integration Connector
• Virtual Management Option
	• Snow License Manager is a Software Asset Management (SAM) tool. Software Asset Management enables Customer to manage and control its organization's software assets and optimize their use.
	• Snow Inventory is a collective name for several different components, all of which serve the same purpose: capturing and transferring inventory data. This data is normalized and later processed and refined for use in Snow License Manager.
	   ○ The products that are included in the Snow Inventory category are:
	   ○ Snow Inventory Server, including Admin Console
	   ○ Snow Inventory Agent for Linux, macOS, Unix, and Windows
	• The Snow Integration Connectors integrate with software used across an organization to collect inventory data or discovery data. The data is then gathered in Snow Integration Manager and sent to Snow Inventory Server for processing, before being presented in Snow License Manager.
	• The Snow Virtualization Management Option extends the capability of Snow License Manager to optimize virtual IT assets across the desktop, server and datacenter estates and is able to discover non-inventoried virtual servers. Snow License Manager automatically collates and builds the relationships between virtualized applications as well as the configuration of the physical hosts, making it straightforward to calculate licensing for schemes such as IBM PVU or capacity licensing.

Oracle® Management Option	Identify installations of all licensable and free versions of Java (Oracle Java or otherwise) on Datacenter and End User Devices.
Snow License Manager for Mobile Devices	Snow License Manger for Mobile Devices shows information on usage and cost for Mobile Devices in Snow License Manager. This capability shows: ▪ The number of applications installed on the Mobile Device. ▪ The user of the Mobile Device. ▪ Total cost of the Mobile Device. ▪ Date for last update of Mobile Device data.
Snow Device Manager	Snow Device Manager is an Enterprise Mobility Management (EMM) solution that manages smartphones and tablets across the entire organization. Snow Device Manager enables app management and over-the-air configuration of Mobile Devices and facilitates the work of service desks. Bring Your Own Device (BYOD) and Bring Your Own Application (BYOA) scenarios are supported by separating private data from corporate.