



We utilize Snow Inventory, Metering, and Distribution. The metering software and inventory software have worked very well for us.

### **1. Why did you buy this kind of product? What was your business need?**

We are a company that has gone through many mergers. This product was purchased for us to attain an accurate account of our hardware, software, and licenses.

#### ***Hardware***

We use the inventory module to identify older machines and mark them for replacement. Additionally since we are a per project company, it assists in our billing process. We can easily determine which machines are not capable of supporting upgrades or new software.

#### ***Software***

We have a strict company policy regarding non-company-owned software. Snow allows us to determine any non company programs on our enterprise and how many of them. Specifically, software like Napster, Kaza, WinMX have been targets because they utilize much bandwidth.

#### ***Licenses***

Due to the many mergers it has been very confusing on "who owns what" and where the licenses are. Snow is allowing us to determine the number of installations of an application we have. Additionally we are able to determine where we are out of compliance and avoid any software license issues. This function also is going to allow us to predict growth so that we can better utilize our budget and buy the licenses for the software we need.

### **2. Did Snow work out as you expected?**

Snow has worked out better than expected. I have yet to find any bugs. Additionally, the Snow team has worked with us very well on the implementation and utilization.

### **3. Is the product worth what it costs?**

Every penny. The Snow family of products are far superior in functionality competitors.

One of the best things about the Snow software is that they have worked with us from the beginning to the present. They have been extremely helpful at making sure we get the help we need and our questions answered. Additionally, they have been very open to our comments on additions to the software. We have a very good relationship with Snow, better than any of our other software vendors.

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