

Snow
Software
2021

Snow

**Available to purchase
until 31/10/2024**

Software Asset
Management products and
services. New product mix
for 2021 Agreement

Key Facts

New 2021 to 2024 Agreement

Benefits

- Unique academic unlimited site licence
- Hosted or On Premises licence available
- Preferential pricing
- Create Effective License Positions (ELPs) for all software vendors, including Microsoft, Oracle, Adobe and more
- Track software license expenditure
- Monitor usage of deployed assets
- Now with annual payment option

Important dates

Agreement start: 1 November 2021**Agreement end:** 31 October 2024**Invoice date:** Whilst the default option is to pay three years upfront, sites can request annual invoicing with this new Agreement

Commitment Period

Institutions may participate in the Agreement at any time during the agreement period, and are bound by its Terms and Conditions, including payments, until the end of the three-year Licence Period.

Licence type

Site Licence.

Trial

Contact [Chest Help](#) for more information.

Eligible Institutions

Higher and Further Education and Research Councils in the United Kingdom, and to Universities and Colleges of Further Education in the Republic of Ireland.

Other organisations aligned with Chest's charitable objectives of supporting education, research bodies and the public sector may ask to participate in the Agreement. Chest will liaise with the Supplier about any such requests.

Product Information

Supplier Details

Licensor: Snow Software Ltd, (company number 6380181), of Capitol, Oldbury, Bracknell, Berkshire, RG12 8FZ.

Product Description

The following Snow products are available through this Agreement:

EUC & DC Adoption Tracker, comprised of:

- **Snow Adoption Tracker - End User Computing:** Adoption Tracker for End User Computing (EUC) provides complete visibility of technology use within an organization through comprehensive discovery and inventory of the organization's EUC estate.
- **Snow Adoption Tracker - SaaS:** Adoption Tracker for SaaS provides complete visibility of technology use within an organization through comprehensive discovery and inventory of the organization's estate across SaaS vendors.
- **Snow Adoption Tracker - Datacenter:** Adoption Tracker for Datacenter (DC) provides complete visibility of technology use within an organization through comprehensive discovery and inventory of the organization's DC estate.
- **[Snow Product Sheet](#)**

EUC & DC Technology Spend Optimization*, comprised of:

- **Snow Spend Optimizer - End User Computing:** Spend Optimizer for End User Computing (EUC) builds on inventoried and normalized EUC data to provide visibility into EUC cost, license agreements, and compliance position. It identifies over- and under-spend, eliminating waste and reducing non-compliance risk.
- **Snow Spend Optimizer - SaaS:** Spend Optimizer for SaaS helps identify savings opportunities from unused accounts and duplicate users, right-sizes SaaS contracts by buying and renewing only the subscriptions you need, eliminates unnecessary premium subscriptions with detailed user-level analytics, and eliminates redundant SaaS applications with usage details by application category.
- **Snow Spend Optimizer - Datacenter:** Spend Optimizer for Datacenter (DC) builds on inventoried and normalized DC data to provide visibility into DC cost, license agreements, and compliance position. It identifies over- and under-spend, eliminating waste and reducing non-compliance risk.
- **Snow Optimizer for SAP - Standard:** Snow Optimizer for SAP – Standard is an SAP-certified application that provides complete SAP license management through a single integrated console. After install on a single SAP environment, it collects and aggregates data from all connected SAP systems to analyze license usage data and highlight compliance concerns.
- **Snow Optimizer for SAP - Premium:** Snow Optimizer for SAP - Premium includes all the SAP license management functionality of Snow Optimizer for SAP – Standard but goes further by allowing each company subsidiary to install an independent version of Snow Optimizer for SAP in their Master systems. This enables independent control of their environments. Each system, or Submasters, is then connected to a central instance of Snow Optimizer for SAP—the Supermaster.
- **[Snow Product Sheet](#).**

Snow Productivity Optimizer*: Productivity Optimizer helps organizations save costs by automating manual processes, including software request and approval. Productivity Optimizer prevents common resource related issues—such as unmanaged access to cloud services, overuse of software licenses, and virtualization sprawl—while also providing complete lifecycle management of software and services from request to retirement.

[Snow Product Sheet](#).

Snow ITSM Enhancer: ITSM Enhancer brings the power of Snow's data, often the most trusted source of software data in the organization, to your ITSM platform enabling the organization to use this data to empower the rest of the business. With this product, users can make their

CMDB current, accurate, and complete. The business benefits include the ability to resolve IT tickets faster, to automatically populate product and service catalogs, and leverage license availability data to power software provisioning.

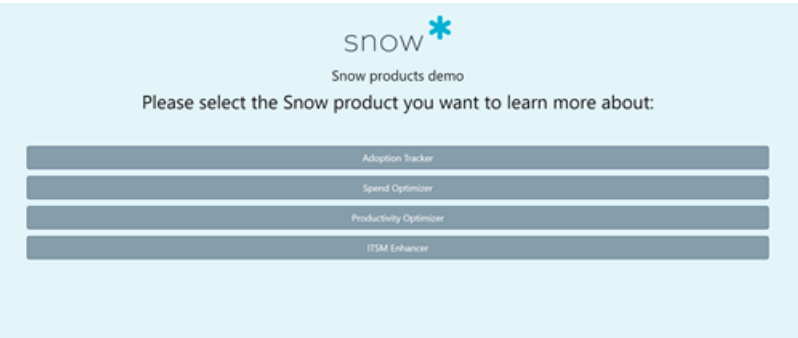
[Snow Product Sheet.](#)

SaaS Technology Spend Optimization Bundle: SaaS Technology Spend Optimization Bundle provides complete visibility of technology use within an organization through comprehensive discovery and inventory of the organization's estate across SaaS vendors. Also, helps identify savings opportunities from unused accounts and duplicate users, right-sizes SaaS contracts by buying and renewing only the subscriptions you need, eliminates unnecessary premium subscriptions with detailed user-level analytics, and eliminates redundant SaaS applications with usage details by application category.

The SaaS Technology Spend Optimization Bundle brings the following additional functionality compared to the Snow Spend Optimizer - SaaS (that is in the core bundle): access to cloud SaaS discovery and the cloud connectors including Microsoft 365, Adobe Creative Cloud and 28 others. The Technology Spend Optimization Bundle doesn't include SaaS, it's just EUC and DC.

[Snow Product Sheet.](#)

For more information direct from Snow you can also use this webpage, which includes demos of all products



If you require further information regarding what licences to purchase please speak to your Snow Sales Manager, or let us know and we will set up a conversation.

**EUC & DC Technology Spend Optimization Bundle with Productivity Optimizer is the equivalent of the now redundant offering of the previous Core Licence bundle: Snow Automation Platform, Snow Inventory, Snow License Manager, Snow Software Recognition Service, Snow Virtualization Management, and the Installation Fee.*

The following table illustrates how the previous products compare to the products featured in this new Agreement:

Legacy Licensing Model	Current Snow Offering via Chest Agreement
Base Technology Package (which includes; Software License Manager, Snow Inventory, Virtual Management Option, System Integration Connector) and Software Recognition Service	EUC & DC Technology Spend Optimization Bundle
SaaS & SaaS Advanced connectors	SFSaaS Technology Spend Optimization Bundle
Automation Platform	Productivity Optimizer

For all other products previously licensed (e.g. Non-Data Centre Vendor Import & Allocation Services etc), Snow will scope out the work and then advise on the amount of consultancy days (available through this Agreement) you would need to book for this to happen. Please speak to your Snow Account Manager for more information

Useful Resources

Latest Content from Snow

(Most recent content at top of page)

How Many SaaS Applications Is Your Organization Using?

According to the Snow [2022 IT Priorities Report](#), 69% of IT leaders stated that in the last 12 months alone their organization's investment in SaaS applications has increased or increased significantly. With this increase in SaaS app use, however, organizations don't have visibility of applications that have not been vetted by the security team. Read the full blog article [here](#).

Resources relating to products on the Agreement

- [Snow SaaS Management for Microsoft 365](#)
- [Snow for SaaS Datasheet](#)
- [Blog - Improving SaaS Visibility](#)
- [Blog - Improving SaaS Sprawl](#)
- [Customer Success story – Telkomsel \(Spend Optimizer\)](#)
- [E-book ITAM Re-imagined in a Hybrid World](#)
- [Product sheet – Spend Optimizer](#)
- [Spend Enhancer Product demo on YouTube](#)
- [Case Study - Spend Optimizer](#)
- [Blog – ITSM Enhancer](#)
- [Product sheet – ITSM Enhancer](#)
- [ITSM Enhancer Product Overview on YouTube](#)
- [Guide – Better Data. Better decisions](#)
- [Product sheet – Adoption Tracker](#)
- [Adoption Tracer Demo video](#)
- [Product sheet – Productivity Optimizer](#)
- [Productivity Optimizer Demo video](#)
- [SaaS Management overview video on YouTube](#)

Case studies

[University of Birmingham](#)

[University College London](#)

Managing Through Uncertainty Essential Resources

Snow know this is a particularly challenging time for everyone in IT. To support you in managing pressing requirements in areas such as remote working, asset and infrastructure management, cost optimization and operational agility, they have gathered some essential resources that offer pragmatic advice and best practices from our customers and experts around the world.

Snow Essential Resources

They'll be adding new content regularly so please check back regularly for updates.

Price Banding

Site Bands are based on staff and student FTE numbers - if you have a question regarding your Band or can't find your Band please contact [Chest Help](#)

Higher Education sites can find their band in the list below. All other eligible sites, Further Education and Associates, contact [Chest Help](#) or determine their band using the table at the bottom of the page.

HE Institution	Band
Aberdeen, University of	F
Abertay University	B

Aberystwyth University	D
Anglia Ruskin University	E
Aston University	D
Bangor University	D
Bath, University of	F
Bath Spa University	C
Bedfordshire, University of	D
Birkbeck College	D
Birmingham, University College	B
Birmingham, University of	I
Birmingham City University	F
Bishop Grosseteste University	B
Bolton, University of	C
Bournemouth, Arts University	B
Bournemouth University	E
Bradford, University of	D
Brighton, University of	F
Bristol, University of	H
Brunel University London	E
Buckingham, University of	B
Buckinghamshire New University	C
Cambridge, University of	I
Canterbury Christ Church University	E
Cardiff Metropolitan University	D
Cardiff University	H
Central Lancashire, University of	F
Chester, University of	D
Chichester, University of	C
City University London	E
Conservatoire for Dance and Drama	B
Courtauld Institute of Art	A
Coventry University	G
Cranfield University	C
Creative Arts, University for the	C
Cumbria, University of	C
De Montfort University	F
Derby, University of	E
Dundee, University of	F

Durham, University of	G
East Anglia, University of	F
East London, University of	D
Edge Hill University	E
Edinburgh, University of	I
Edinburgh Napier University	D
Essex, University of	E
Exeter, University of	G
Falmouth University	B
Glasgow, University of	H
Glasgow Caledonian University	E
Glasgow School of Art	B
Gloucestershire, University of	C
Glyndŵr University	C
Goldsmiths College	C
Greenwich, University of	E
Guildhall School of Music and Drama	A
Harper Adams University	B
Heriot-Watt University	D
Hertfordshire, University of	F
Heythrop College	A
Highlands and Islands, University of the	B
Huddersfield, University of	E
Hull, University of	E
Imperial College of Science, Technology and Medicine	H
Institute of Cancer Research	B
Keele University	D
Kent, University of	G
King's College London	H
Kingston University	F
Lancaster, University of	E
Leeds, University of	I
Leeds Beckett University	G
Leeds College of Art	A
Leeds Trinity University	B
Leicester, University of	G
Lincoln, University of	D
Liverpool, University of	H

Liverpool Hope University	C
Liverpool Institute for Performing Arts	A
Liverpool John Moores University	F
London, University College	I
London, University of the Arts	F
London (Institutes and Activities), University of	B
London Business School	B
London Metropolitan University	D
London School of Economics and Political Science	E
London School of Hygiene and Tropical Medicine	C
London South Bank University	D
Loughborough University	F
Manchester, University of	I
Manchester Metropolitan University	G
Middlesex University	E
National Film and Television School	A
Newcastle University	H
Newman University	B
Northampton, University of	D
Northumbria University	G
Norwich University of the Arts	A
Nottingham, University of	I
Nottingham Trent University	G
Open University	I
Oxford, University of	I
Oxford Brookes University	E
Plymouth, University of	G
Plymouth College of Art	A
Portsmouth, University of	G
Queen Margaret University, Edinburgh	B
Queen Mary University of London	G
Queen's University of Belfast	G
Ravensbourne	A
Reading, University of	F
Robert Gordon University	D
Roehampton University	C
Rose Bruford College	A
Royal Academy of Music	A

Royal Agricultural University	A
Royal Central School of Speech and Drama	A
Royal College of Art	B
Royal College of Music	A
Royal Conservatoire of Scotland	A
Royal Holloway and Bedford New College	D
Royal Northern College of Music	A
Royal Veterinary College	B
St Andrews, University of	E
St George's Hospital Medical School	C
St Mark and St John, University of	B
St Mary's University, Twickenham	C
St Mary's University College	A
Salford, University of	F
School of Oriental and African Studies	C
Sheffield, University of	I
Sheffield Hallam University	G
South Wales, University of	F
Southampton, University of	H
Southampton Solent University	D
SRUC (Scotland's Rural College)	C
Staffordshire University	D
Stirling, University of	D
Stranmillis University College	A
Strathclyde, University of	G
Suffolk, University Campus	B
Sunderland, University of	E
Surrey, University of	E
Sussex, University of	E
Swansea University	F
Teesside University	E
Trinity Laban Conservatoire of Music and Dance	A
Ulster University	F
Wales (Central Functions), University of	A
Wales Trinity Saint David, University of	C
Warwick, University of	H
West London, University of	C
Westminster, University of	F

West of England, University of the	G
West of Scotland, University of the	D
Winchester, University of	C
Wolverhampton, University of	F
Worcester, University of	C
Writtle College	A
York, University of	G
York St John University	C

Other eligible institutions will be allocated to a band using the formula given

Band	Staff FTE + (Student FTE/6.5)
A	500 or less
B	501 - 1,200
C	1,201 - 2,500
D	2,501 - 3,500
E	3,501 - 4,400
F	4,401 - 5,500
G	5,501 - 8,000
H	8,001 - 10,000
I	10,001 or more

Service and Support

Trials

Contact [Chest Help](#) for more information.

Product Documentation

Available from Snow Software's [website](#).

Training and Training Materials

Making copies of training materials for teaching purposes is permitted.

Technical Support

Support will be provided via a single contact or his/her deputy at each Institution.

Supplier Support Page

System releases, new versions and functionality

Details of system releases and/or new versions and/or new supporting documentation will be notified Snow Software to Licensed Sites as and when they become commercially available.

Terms and Conditions

Licensor: Snow Software Ltd, (company number 6380181), of Capitol, Oldbury, Bracknell, Berkshire, RG12 8FZ.

The Chest Order, together with the Licence Terms and Conditions, and any exceptions listed below, create a legally binding contract between your institution, organisation or company and the Licensor. Therefore please read the terms and conditions carefully and only submit a Chest Order if its terms and conditions are acceptable to your institution, organisation or company and you have the authority to make the financial commitment shown.

Licence Type

This Site licence is subject to the terms and conditions for the **Standard Chest Licence for Software (June 2011)**. Exceptions to these are terms are shown at the bottom of the page.

Payment Terms

On receipt of a completed Order, Institutions will be invoiced for the whole three years licence fee immediately unless they have opted for the annual payment option, in which case they will be invoiced for year one immediately, with invoices for years two and three to follow approximately three months prior to the licence anniversary date. Please be aware, this may lead to two invoices having to be paid within one 12-month period.

Chest is an Enterprise of Jisc. All Purchase orders must be made out to Jisc, 4 Portwall Lane, Bristol, BS1 6NB to cover all charges plus VAT.

All terms contained in a PO are expressly rejected and do not form part of the Licence or vary the Licence terms in any way.

Payments are due within thirty days of invoice date; recipients of late payments are entitled to interest in accordance with **UK statutory provisions**.

Termination Clauses

At the end of a Licence period sites will be required to delete the software from their systems.

It is the intention of Chest and Snow Software to renew this three year Agreement. If the Agreement is renewed or extended then new conditions may apply. If the Agreement is not renewed then any extension is a matter between institutions and Snow Software.

Location and Use Permissions

The product(s) may be used by any Authorised User of the Licensee for Educational Purposes which includes the administration and management of the licensee's educational and research operations. These permissions are described in the terms and conditions for the Standard Chest Licence for Software.

Personal Licences

N/A

Exceptions to the Terms and Conditions

Term 5.2 is amended by the appending to it of the words "insofar as is permitted by law".

Term 5.4 is deleted and replaced by the following text: Contacts for support services and for other matters relating to this Licence Agreement will be identified at section 2 of the Chest Order Form. First line technical support shall be provided by Chest to Licensees who have purchased the Chest Hosted option. Technical support shall not be provided to Licensees who have purchased the On Premises option; such support shall be provided by the Licensor.

Three additional Terms 5.5, 5.6 and 5.7 are introduced:

Term 5.5 Supplier makes the warranty at 5.1(d) for a period of 90 days from the date of the Order ("Warranty Period"). If the Licensee notifies Supplier in writing of a breach of this warranty within 30 days of the expiry of the Warranty Period Supplier shall, at its sole option, either (a) use commercially reasonable efforts to repair or replace the Software within a reasonable period of time, or (b) terminate the affected Licence(s) by notice in writing to the Licensee and refund or procure a refund of any of the relevant Fees paid by the Licensee as at the date

of termination on return of the Software and all copies thereof.

Term 5.6 Supplier warrants that all services provided by it hereunder will be performed with reasonable care and skill. Any breach of this warranty must be notified to Supplier within 30 days of the performance of the relevant services and Supplier's sole obligation shall be to re-perform the services so that the breach is remedied.

Term 5.7 The foregoing limited warranties do not cover repair or replacement of or refunds for any service and/or Software if the nonconformity to such limited warranty is caused, in whole or in part, by: (i) alteration, modification, or correction other than by Licensor; (ii) software, hardware, or interfacing not provided or specified by Supplier; (iii) abuse, misuse, or improper installation; or (iv) a change to Licensee's computing environment that would affect the specific service and/or Software.

Commercial in confidence

Operating address: Chest (a Jisc Enterprise), 4 Portwall Lane, Bristol. BS1 6NB email:help@chest.ac.uk tel:0300 121 0878

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