



News Release

For Immediate Release

Aspera and Trident Team Up to Offer Software License Management with Innovative Process Automation

Aspera GmbH and Trident Contract Management partner to simplify enterprise software license procurement and management by ensuring data quality and increasing process automation.

Aachen, Germany — January 6, 2009 — Aspera GmbH (www.aspera.com), the market leader in catalog based software license management (SLM), announces its strategic partnership with Trident Contract Management (www.trident-it.com), an expert in enterprise contract and IT Asset Management. The partnership enables Trident to provide enterprise customers in the United States the tools and processes required for effectively managing software assets governed by complex volume license agreements.

With today's announcement Aspera and Trident are changing the way enterprises utilize software assets by removing the complexities in license agreements that have prohibited transparent software license management and procurement. Aspera SmartTrack delivers rich functionality and recognizes the differences between volume license agreement types, such as the points pooling of Microsoft Select, the inherited rights of SA under Microsoft Enterprise Agreements, and so on.

"SmartTrack is unlike traditional SLM tools. Rather than only concentrating on software installations (discovery) and compliance, Aspera focuses on automating all processes surrounding the entitlements," says Bernhard Boehler, Aspera co-founder and managing partner. "As a result, enterprise-users benefit from automatic generation of license data, even for licenses purchased under master agreements."

As a partner Trident can now offer SmartTrack to its customers as well as exclusive services for SLM; most notably a comprehensive SKU database that complements SmartTrack. Catalogs of articles containing the manufacturers' article numbers (SKU) as well as important product usage rights (e.g. contract model, point value, maintenance period, upgrade/downgrade rights) are available for over 100,000 software products and provide the basis for the automatic generation of license data.

"With no immediate end to the recession insight, Trident and Aspera are teaming up to take software license management beyond its traditional role. We're simplifying the flow of information and ensuring robust processes are consistently applied across the organization, thus reducing the costs of management and compliance," says Todd Steiner, President and CEO of Trident Contract Management.

Availability

SmartTrack is available as a purchasable license with maintenance, as an ASP service or as a software lease with implementation on client premises.

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Aspera



About Aspera GmbH

Aspera is a highly specialized provider of software license management solutions. Our unique, entitlement-centric approach has been successfully implemented in international projects for eight years. SmartTrack is the tool of choice for large corporate companies wishing to effectively manage software assets governed by significant volume license agreements. More than 60 world class businesses – including seven of the Top Ten DAX corporations – rely on Aspera’s expertise for license management. Aspera has partners in Germany, the Netherlands, UK, and USA.

Following the industry standard ISO/IEC 19770-1, “Software Asset Management – Processes” from May 2006, our services include but are not limited to: software development, ITIL certified organization and process consulting, project management, integration, and customer support. Aspera GmbH was founded in 2000 in Aachen, Germany and currently employs 25 professionals. More information is available at <http://www.aspera.com>.

About Trident Contract Management

Trident Contract Management is a leading IT asset and contract management consulting firm. Our services help clients establish or streamline their asset and contract management processes, reconcile deployment with contractual documentation, properly align service level agreements with business requirements, and control costs. Better Information. Better Decisions. More information is available at <http://www.trident-it.com>.

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