KILLARNEY
CONSULTING

ITAM & SAM Strategy & Roadmap

From a pile of projects to a funded program

Most IT asset programs don't fail for lack of effort — they fail for lack of a plan. Initiatives launch piecemeal, run teams stay stuck in firefighting mode, and leadership is asked to fund tools without a benefits case. **Killarney Consulting turns fragmented ITAM and SAM activity into a single, sequenced, fundable strategy** — grounded in a proven maturity framework and shaped in working sessions with the people who will own it.

WHEN TO CALL US

- Improvement projects are proposed piecemeal, with no end-to-end view of the capability you're building
- Software spend is growing and nobody can produce a defendable license position
- A transformation, audit, or security initiative depends on asset data no one trusts
- Your ITAM/SAM teams are understaffed, reactive, and buried in operational firefighting
- The program needs executive funding — and a business case to earn it

HOW THE WORK RUNS

1. **Assess.** Interviews, workshops, and tool-data analysis score maturity across governance, process, technology & organization. 2–5 weeks
2. **Structure.** Existing and proposed initiatives are rationalized into coherent, fundable workstreams with owners and dependencies. 2–3 weeks
3. **Roadmap.** A sequenced execution plan with staffing estimates, quick wins, and a benefits case leadership can approve. 2–4 weeks

✓ A formal executive review closes every phase — you steer the work while it is still cheap to change course.

WHAT YOU RECEIVE

Capability & maturity baseline
Scored assessment across 20+ process activities, benchmarked against leading practice — with evidence, not opinion.

Program strategy & workstream structure
Scope, governance, operating model, and technology recommendations, packaged into workstreams leadership can fund.

Sequenced execution roadmap
Prioritized initiatives in waves, with timeline, resource estimates, cross-program dependencies, and early quick wins.

Benefits case & audit-readiness plan
Expected outcomes by workstream, plus a documented process for responding to vendor audits with confidence.

REPRESENTATIVE OUTCOMES

24 → 4
piecemeal initiatives restructured into four fundable workstreams at a global payments company

~15%
reduction identified in a major ERP vendor's licensing fees — roughly $2M in annual savings

12 wks
from first interview to a funded roadmap decision at a federated international banking group

Typical engagement: 6–10 weeks · fixed-scope phases with an executive review gate at each step

Let's talk about your asset estate.
killarneyconsulting.com

Engagement examples reflect work led by Killarney Consulting's principal. Client identities are anonymized and figures are representative.