



**2012 SEMINAR SCHEDULE:
IT ASSET/SOFTWARE, LICENSE, CONTRACT AND VENDOR MANAGEMENT**

- LOCATION:** ♦ Classroom seminars will be held in other Canadian cities based on demand.
♦ Selected seminars are available online via web conferencing, over two half day sessions.
- TIME:** ♦ Classroom: 9:00 a.m. to 4:00 p.m. *Onsite, custom workshops also available.*
♦ Online: 11:00 a.m. to 2:00 p.m. ET (two consecutive days)
- COST:** ♦ \$695.00 (classroom or online) *Per person in Canadian funds, exclusive of applicable taxes.*
♦ \$125.00 (optional CSM and ASM exams)

REGISTRATION: For information or to register for any seminar, call 905-602-9298 or send email to events@tam-inc.com. **Register early, as space is limited!**

INSTRUCTOR: Unless otherwise noted, seminars developed and conducted by Sherry Irwin, founder and Principal Consultant, *Technology Asset Management Inc.*

Sherry has over 27 years of experience in IT asset management (ITAM), including license, contract and vendor management. She is widely recognized as a pioneer, advocate, educator and expert in this maturing discipline.

Seminar outlines at <http://www.tam-inc.com/services.html>

SCHEDULE: **Certified Software Manager (CSM):** Developed by the [Software & Information Industry Association \(SIIA\)](#) as part of its anti-piracy program to assist organizations to get and stay 'legal'. Optional exam to earn the CSM professional designation.

	TORONTO	ONLINE
	February 10 May 11 October 12	April 12 & 13

Advanced Software Manager (ASM): Developed by the [Software & Information Industry Association \(SIIA\)](#), follow-on to the CSM seminar. Optional exam to earn the ASM professional designation.

	March 9 June 8 November 9	May 24 & 25
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Contract Management and Vendor Management (CVM): Program framework and best practices for proactive lifecycle management of IT contracts, as well as the suppliers with which contracts are negotiated and held.

	April 27 November 30	September 13 & 14
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Software Asset and License Management (SAM): Program framework and best practices for proactive lifecycle management of software assets and the licenses that govern use, as well as software license compliance.

	January 27 September 28	December 6 & 7
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Contracting for Software (CfSW): Mandatory and desirable Ts & Cs for software license agreements to minimize risk and cost; a checklist for contract assessments and negotiations.

On request

(*) Contact TAM Inc. for pricing

Microsoft Licensing Workshop: Led by **Paul DeGroot**, one of the world's leading experts on Microsoft licensing, sales channels and support programs. This two-day workshop offers depth and insight into the core principles underlying Microsoft's licensing rules and volume purchasing programs.

Toronto:	January 25 & 26 May 9 & 10
Calgary:	February 29 & March 1