

An aerial, high-angle photograph of a city street intersection at night. The scene is illuminated by streetlights and building lights, creating a vibrant, multi-colored glow. The streets are filled with cars, and the surrounding buildings are densely packed. The overall atmosphere is that of a bustling urban environment.

# Raynet Raynet One (RayVentory) Inventory & Discovery Certification Report

# Inventory & Discovery Certification Report – Raynet One

## Executive Summary

The ITAM Review certifies Raynet One (formerly Raynet RayVentory) as having met the requirements for Inventory & Discovery certification in accordance with our community-sourced [open standard](#).

## Background

Raynet are a German-founded and headquartered global organization with over 150 employees worldwide. Raynet specializes in providing a range of IT teams including ITAM and Cyber security with comprehensive data about the environments they manage. Founded 25 years ago, Raynet works directly with end-user organisations and through strategic alliances with partners which need the data the Raynet platform provides. Deloitte, Bechtle, and USU are some of the partners, which have used Raynet technology for many years in its suite of IT Management tools or have strengthened their professional services with it.

This certification is based on the implementation of Raynet One by Raynet.

## Analyst Review

This analyst review is based on the detailed responses provided to the certification survey, customer references, and an in-depth demo provided to the author. Raynet's discovery and inventory capabilities focus on two complementary services, one focused on cloud services – PaaS, IaaS and SaaS – while the other focuses on on-premise deployments, although there is some overlap between the two.

## On premise Data Platform

Raynet One's on-premise data platform provides both agentless and agent-based inventory and discovery of software and hardware, including virtual machines and containers (Kubernetes).

Flexible discovery options include zero-touch “agentless”, agent-based, zero-touch remote, and portable scanning (e.g. via a USB drive). These scans provide full hardware, software and service scans of target devices and networks, leveraging common techniques such as WMI. However, this isn't limited to Windows devices – the platform will provide insight into Mac, Linux, Unix, and virtualized environments.

The resulting data is presented in a modern and intuitive UI. This UI does an excellent job of summarising complex data and making it more human-readable whilst also providing access to full raw data. This raw data is valuable for more technical stakeholders and also provides an additional layer of certainty and data trustworthiness.

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Extensive support for containerized deployments is provided by its Kubernetes capabilities. Full inventories of Kubernetes [Images](#), [Nodes](#), and [Pods](#) are possible, as is monitoring of Package Managers commonly used in \*nix environments.

## Cloud Data Platform

Raynet One provides a means for organizations to efficiently discover and inventory their cloud deployments including PaaS, IaaS, and SaaS. It primarily works on a connector-based approach, leveraging API connections to data sources. In addition to cloud, it can also connect to on-premises virtual environments via connectors for VMWare vSphere, Microsoft Active Directory, and so on. It serves as a hub for the perhaps dozens of data sources modern organizations need to interrogate to get a full picture of their hybrid IT estates.

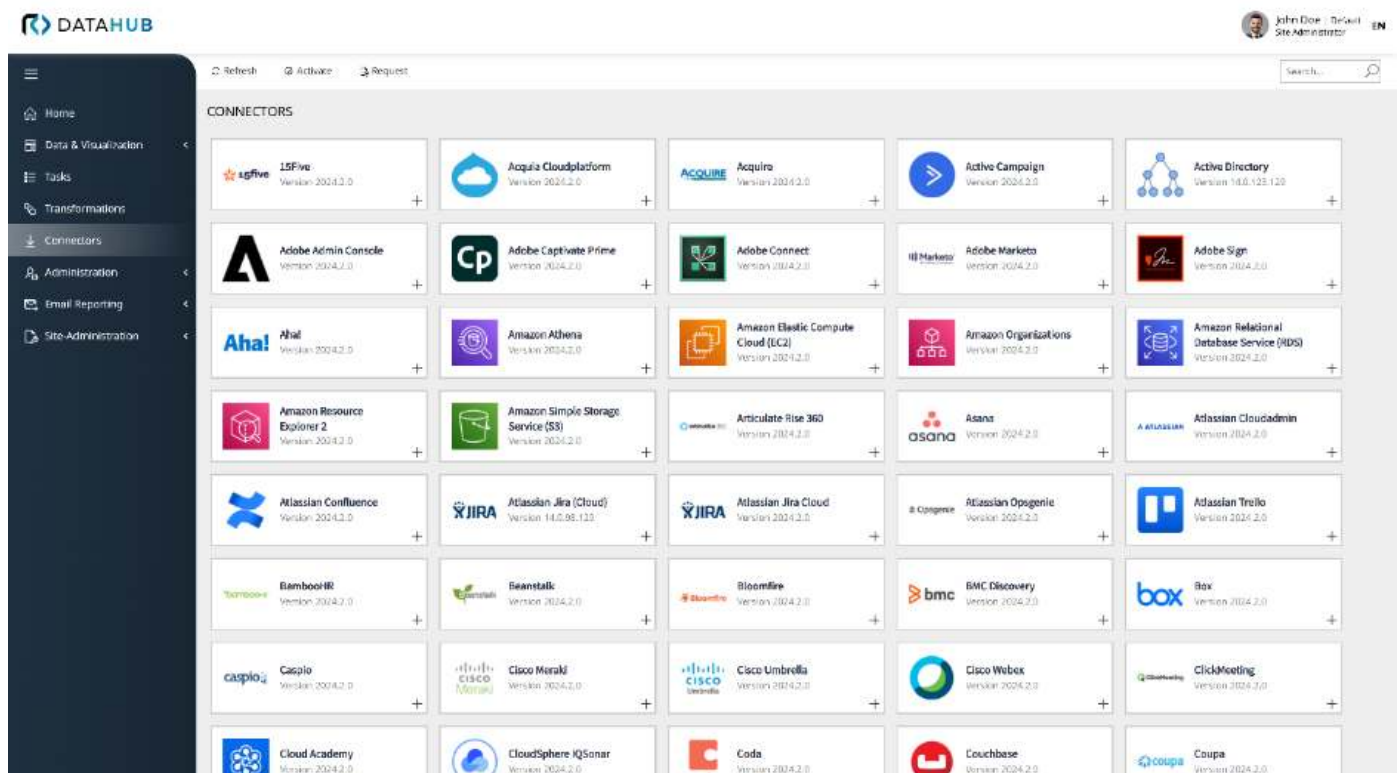
The platform is highly configurable with extensive documentation provided by Raynet on a per connector basis. Each connector typically has different requirements regarding scan credentials and data source interrogation. The configurations are based on a least-privileged approach, so that the minimum parameters are required to start the connector and to make the onboarding simple and easier. Customers who configure connectors internally may need the support of technical and business stakeholders to obtain the necessary credentials and parameters. Raynet One currently has over 199 connectors and there is a roadmap in place to expand this based on customer demand. The product is engineered so that connectors can be created and updated centrally by Raynet staff and then made available to all customers.

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Raynet's cloud data platform provides a modern UI with pre-defined dashboards. Customers can also build their own, either in house or with a solution provider.

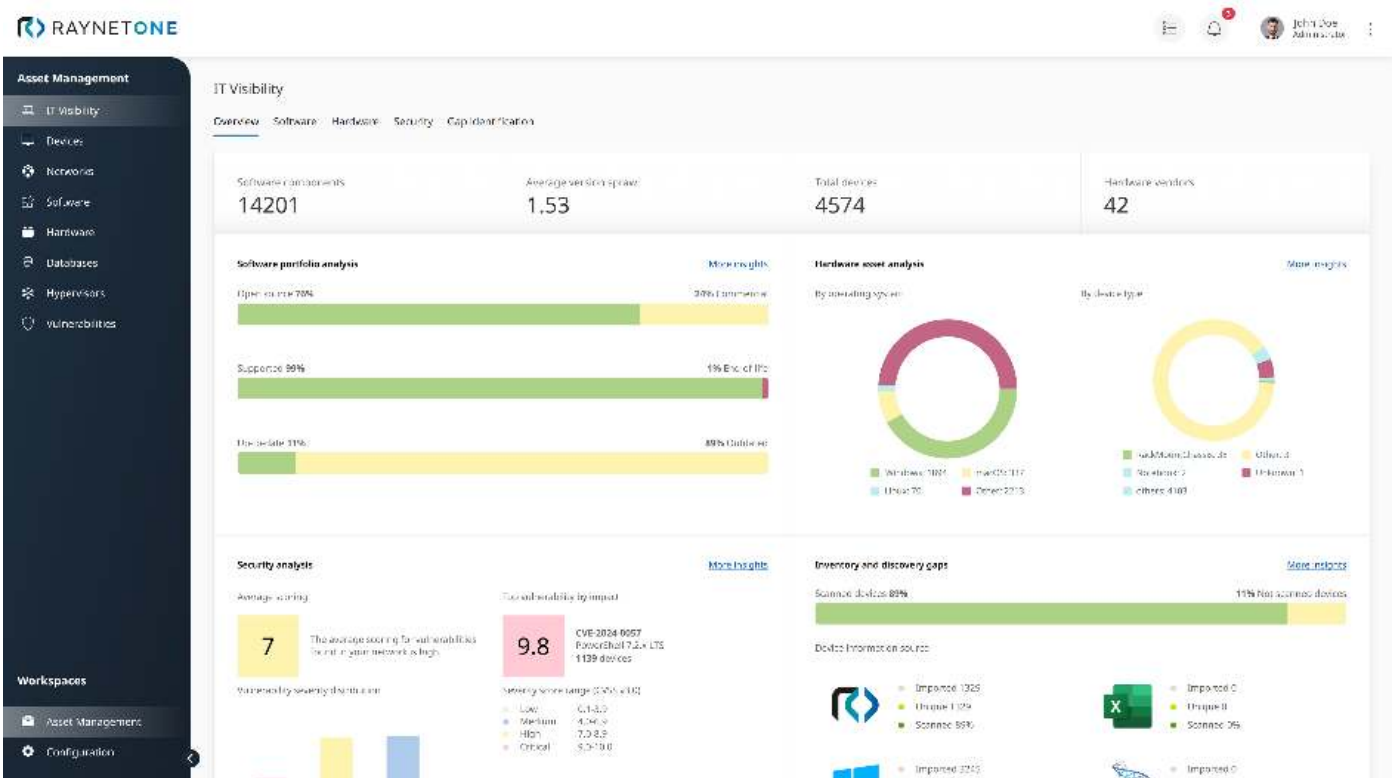
## Normalization

On-premise and Cloud data is fed into Raynet's proprietary normalisation engine which is driven by rulesets designed to maximise data quality. For example, data sources can be ranked in terms of trustworthiness based on parameters such as age of discovered record. The output from normalisation is then available for consumption by other tools. The consistent trustworthy data produced by Raynet One greatly improves the efficiency of these downstream products.



## Review Summary

Raynet and Raynet One in particular, is the driving force behind the transformation of ITAM into a function with the ability to support strategic technology investment decisions. The new Platform brings these capabilities to the top, meaning that the solution serves stakeholders beyond ITAM such as Security & Compliance teams. It's a highly effective solution capable of managing today's complex hybrid IT environments.



## Customer References

Raynet provided two customer references for this certification who were interviewed independently by an ITAM Review analyst.

### Customer Reference 1: Global Retailer

This reference operates multinationally as a retailer and wholesaler. As such, their IT environment is highly distributed across countries, warehouses, and retail establishments. They manage approximately 100,000 users and 130,000 devices.

Raynet was selected in a competitive bid process to provide a comprehensive estate-wide solution to the reference's Discovery & Inventory requirements in 2020. Prior to this individual regions and operating divisions had managed IT assets locally, using a variety of solutions. The centralized approach was desired in order to gain greater visibility of IT assets, in order to support a new ITAM Operating Model. Raynet solutions were selected due to better overall functionality at a competitive price, along with a strong focus on customizability and customer service.

Implementation of the solutions was carried out in-house in conjunction with Raynet consultants. They are happy with the support provided and note that much has been done to harmonize the usability of Raynet products and develop them in partnership with the customer.

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The reference praised the flexibility of the solution in enabling connection to a wide variety of data sources, including SaaS and Cloud. They are already using this to gain insights into SaaS usage and license consumption and expect to extend their focus in this area due to the visibility powered by Raynet.

Overall, the project is expanding: The data gathered centrally via Raynet One is not only being used by the SAM & ITAM team as a foundation for their project success, but the IT Security team is also benefiting from the volume and quality of IT asset data.

## Customer Reference 2: Türk Telekom

Türk Telecom is a unified telecoms company in Türkiye with approximately 60 million customers. It was formed from a merger of three separate companies and early on it was recognized that full visibility of highly disparate software estates would be essential from cost and risk management perspectives. The SAM team selected Raynet to automate asset inventory.

The first result of the new implementation was an increase in completion of inventory data by a factor of 2.5. Total inventory was over 20,000 clients, 12,000 servers, and 1600 software licenses from 140 vendors. Previously inventory data was collected manually at a cost of 30 days FTE.

With comprehensive inventory available Türk Telecom expanded the SAM project to optimize deployments using software from Tier 1 vendors such as SAP, Microsoft, and IBM. The tool reduced the time taken to prepare Effective Licensing Positions for key vendors from 100 working days to 6. Overall they estimate ROI to be 10x three years into the project



## Conclusion

Raynet's approach to addressing ITAM use cases has always been engineering-led. They have focused on making sense of data from a wide variety of sources and then using that foundational trustworthy data to inform decision-making for cost management, risk management, audit response, and so on.

Their products, now unified into Raynet One, enable Raynet to meet current customer requirements such as data analytics, visualization, and automation. ISO 19770 states that good ITAM starts with trustworthy data, and that's exactly what this solution provides.

## About ITAM Review Certifications

The ITAM Review develops and maintains community-sourced certifications for ITAM-related tools and services. Each certification consists of a survey, product review and two independent customer references. We welcome additional reviews of the product or service via The ITAM Review Marketplace.

## About The ITAM Review

Founded in 2008, The ITAM Review provides independent news, reviews, and analysis for the global IT Asset Management community. The ITAM Review also runs in-person, online, and hybrid conferences for the global community. ITAM Review Learning & ITAM Review Careers provide online and in-person training and recruitment services respectively.