



IAITAM ACE

May 7-9, 2024 The M Resort 🌴 Las Vegas, NV

ACE Your SaaS Management:
Strategic Plays for Managing Application Spend

Giulio D'Ali

Calero, Booth 49

Finding your IAITAM Oasis



Does this look familiar?



Only 20% of installed apps are actually used!

These are some big (S)aaS numbers...

▶ **125**

Avg SaaS apps
per enterprise

▶ **80%**

Of users using apps
not cleared by IT

▶ **\$1,040**

Avg. annual SaaS
spend per employee

▶ **19 - 40%**

SaaS spend wasted

Statistics from Gartner, Amalgam Insights & Calero Customers



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What is driving these numbers?

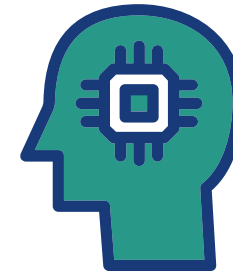
▶ **Subscription Migrations**



▶ **Business Agility**



▶ **Artificial Intelligence**



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Where is this likely going?

Rationalization – Critical mass of adoption will force governance & consolidation

Consumption – SaaS models to replicate Cloud, charge by compute

Repackaging – Increase revenue on an otherwise flat base

AI Tax – Premium upsell, but does it add value?

More – Vendors, apps, licenses and usage



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So, what are we going to do?

Top three places to start

Discovery

Visibility

Responsibility



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Slide 7

GDO Maybe make it a funnel type shape where savings and governance pop out the bottom

Giulio D'Ali, 2024-04-03T19:48:49.891

MD1 Questions will be behind each cloud. "You need to answer these 3 questions..." Cloud will fade on each click

Mason DeLuca, 2024-04-04T19:50:23.438

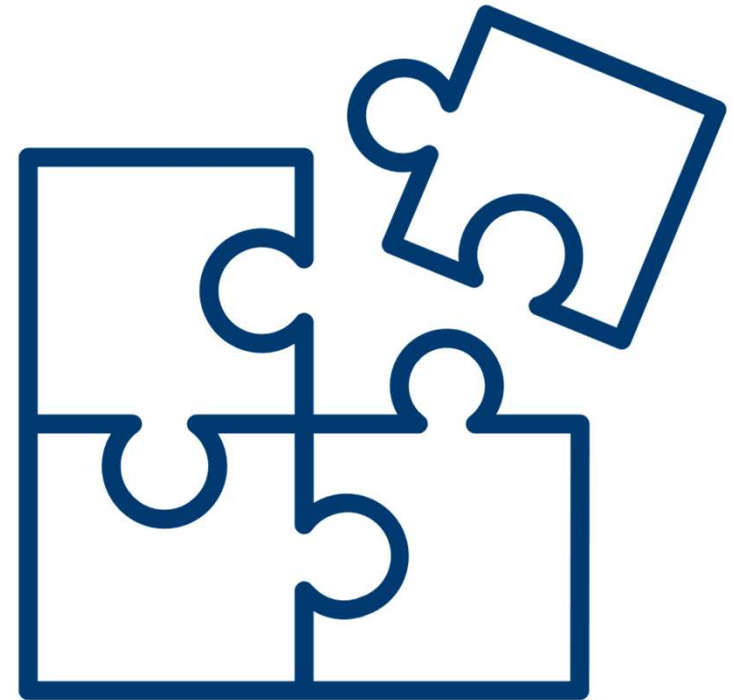
Discovery

SaaS adoption is constantly evolving; organizations must keep track of the evolving landscape

You already have all the data you need!

Harvest from the sources you own and trust

Prioritize agent-less SaaS management



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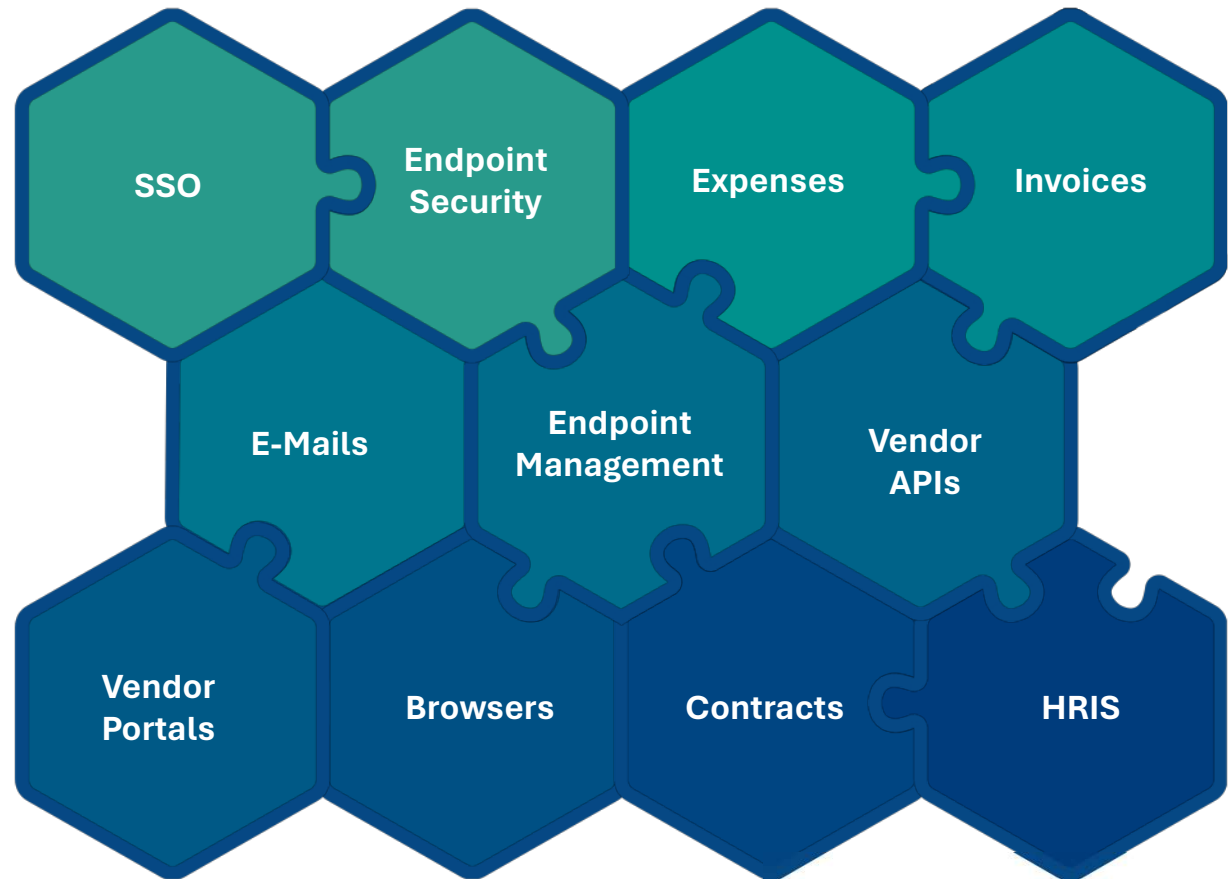


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What do you already have?

Connect with the best-in-breed option:

- **APIs** – Realtime and reliable, but don't always exist for this use case
- **Flat files** – They work too and can be AI automated



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Visibility – *Must have answers ...*

Where is all your data?



Are we offboarding everything (beyond SSO)?

Which apps are now business critical?



Who is accountable for this portfolio?

Where are we spending on overlapping apps?



Which ones are not compliant?

Are licenses actually being used?



Are we right-sized before renewal?



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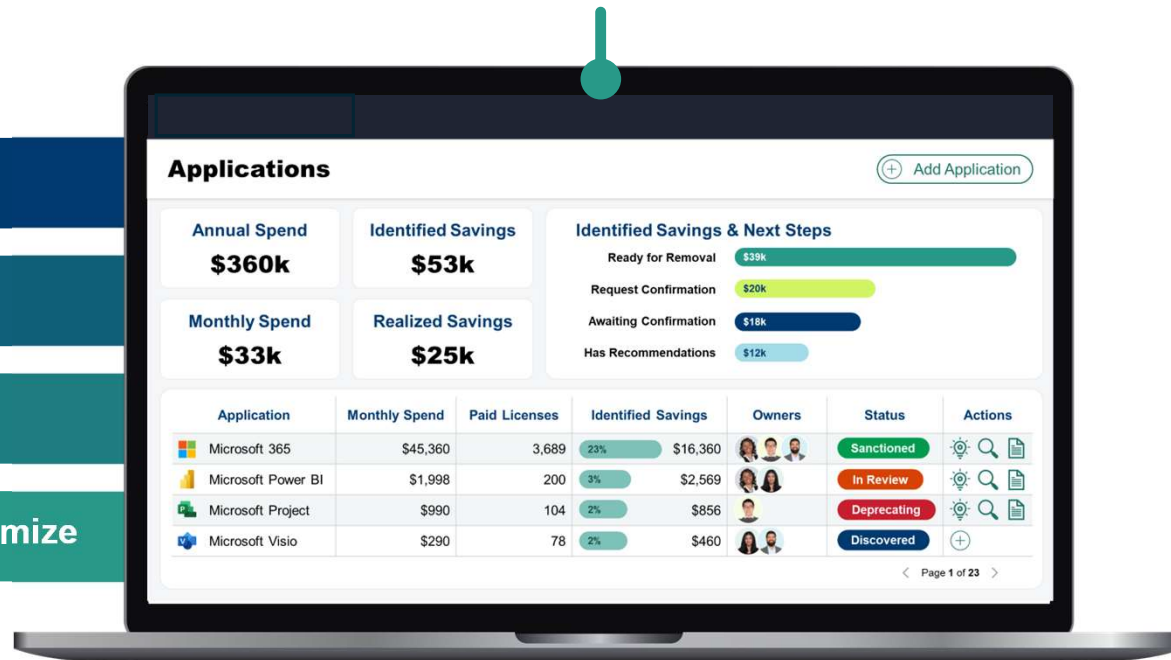
Discovery & Usage

Classify

Assign

Enrich

Optimize

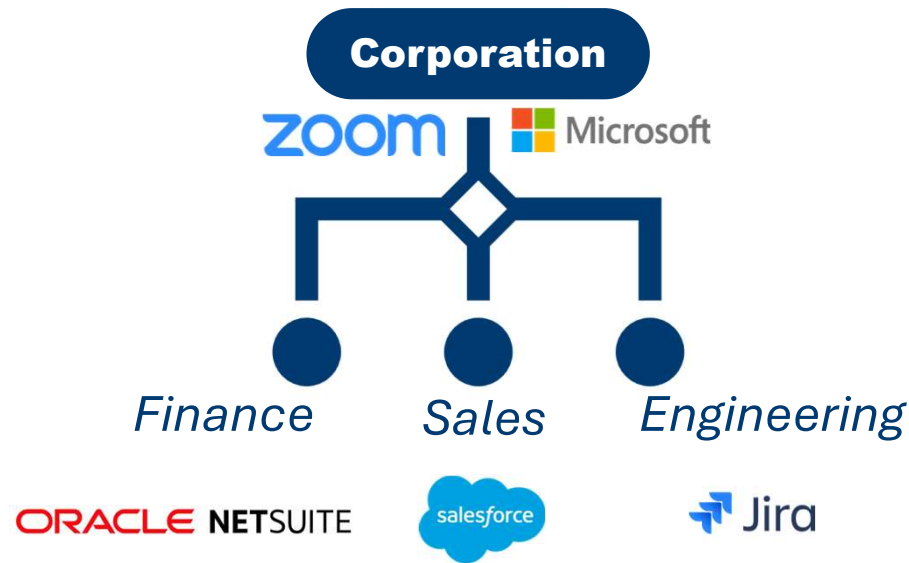


SaaS Visibility, Control & Savings



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Responsibility



Centralized governance, distributed responsibility



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Raising Responsible SaaS Users

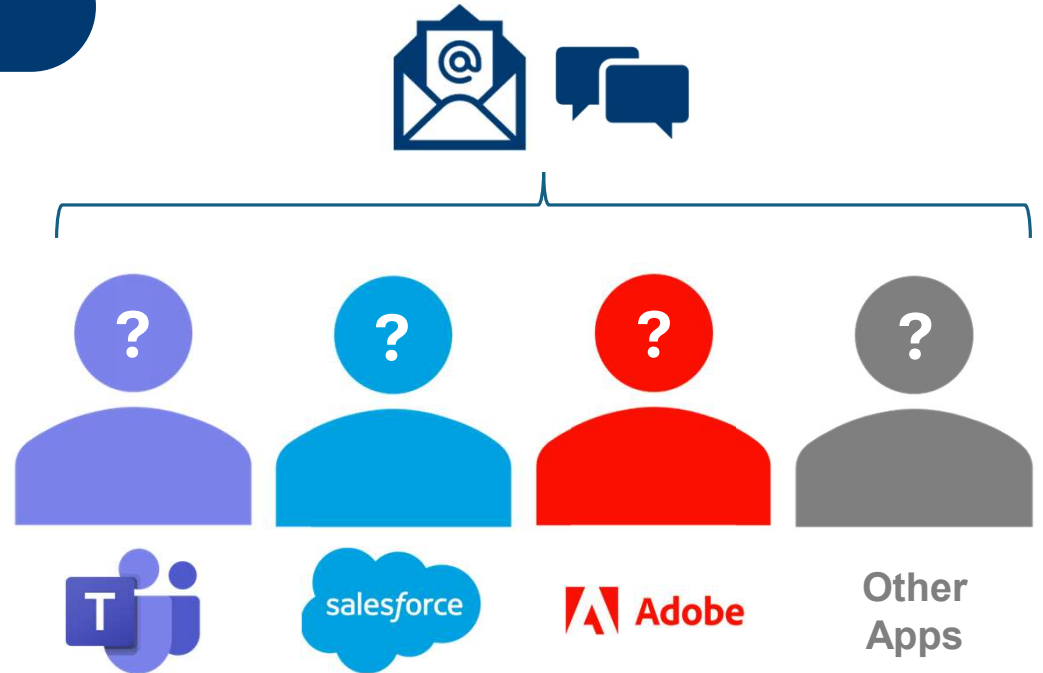
Foster a culture of savings!

App portfolio ownership & increased awareness

Engage users on opportunities that affect them

Enable accountability with visibility

Charge back to licensed users



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What's the Point?

SaaS Adoption & Waste Are Rapidly Increasing

Discovery & usage insights are critical

Visibility for ongoing optimization is key

Responsibility & end user engagement drives success

SaaS Visibility, Control & Savings



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Yes, taming your SaaS sprawl is easier than you think!

Questions?

Come see us at Booth 49!



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