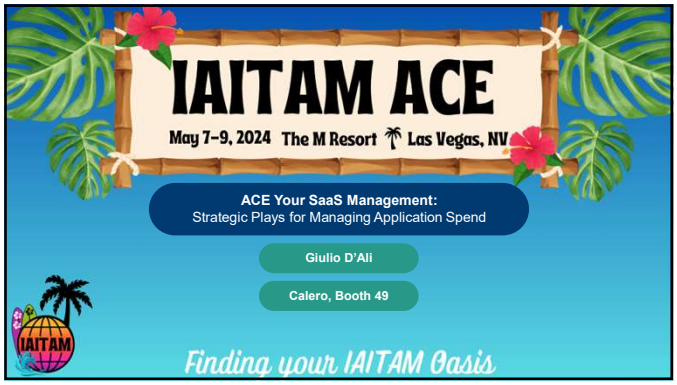
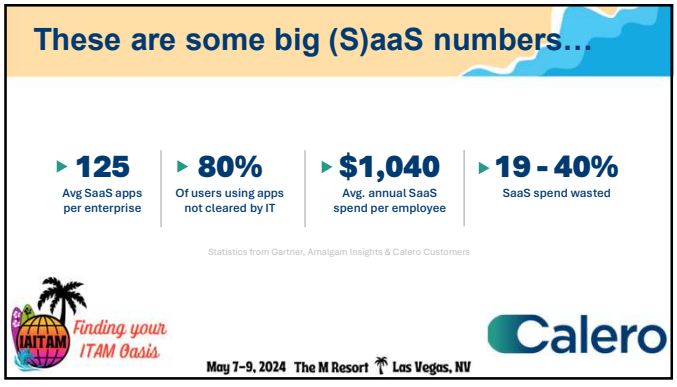

IAITAM ACE
May 7–9, 2024 The M Resort Las Vegas, NV
ACE Your SaaS Management:
Strategic Plays for Managing Application Spend
Giulio D'Ali
Calero, Booth 49
Finding your IAITAM Oasis

1

Does this look familiar?
Only 20% of installed apps are actually used!

2


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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MD1

Top three places to start

Discovery

Visibility

Responsibility

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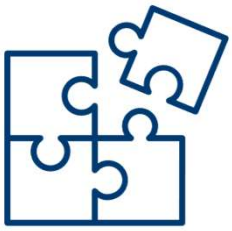
Discovery

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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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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Slide 7

GD0 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

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

Corporation

zoom Microsoft

Finance Sales Engineering

ORACLE NETSUITE salesforce Jira

Centralized governance, distributed responsibility

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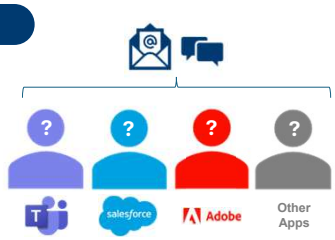
Raising Responsible SaaS Users

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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