



IAITAM ACE

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

SaaS Optimization & Application Rationalization

Preston Davis, SHI International

Finding your IAITAM Oasis



Audience Question

Who is being asked to **save money** by their organisation?



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Hard Savings justify your existence



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They also mean your IT department will be **leaner, run smoother and cost less**



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Our Journey Today

1

Hard Savings
by controlling
SaaS

2

Hard Savings
by Application
Rationalization

3

How AI
can help



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What is SaaS sprawl?

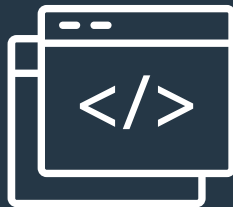


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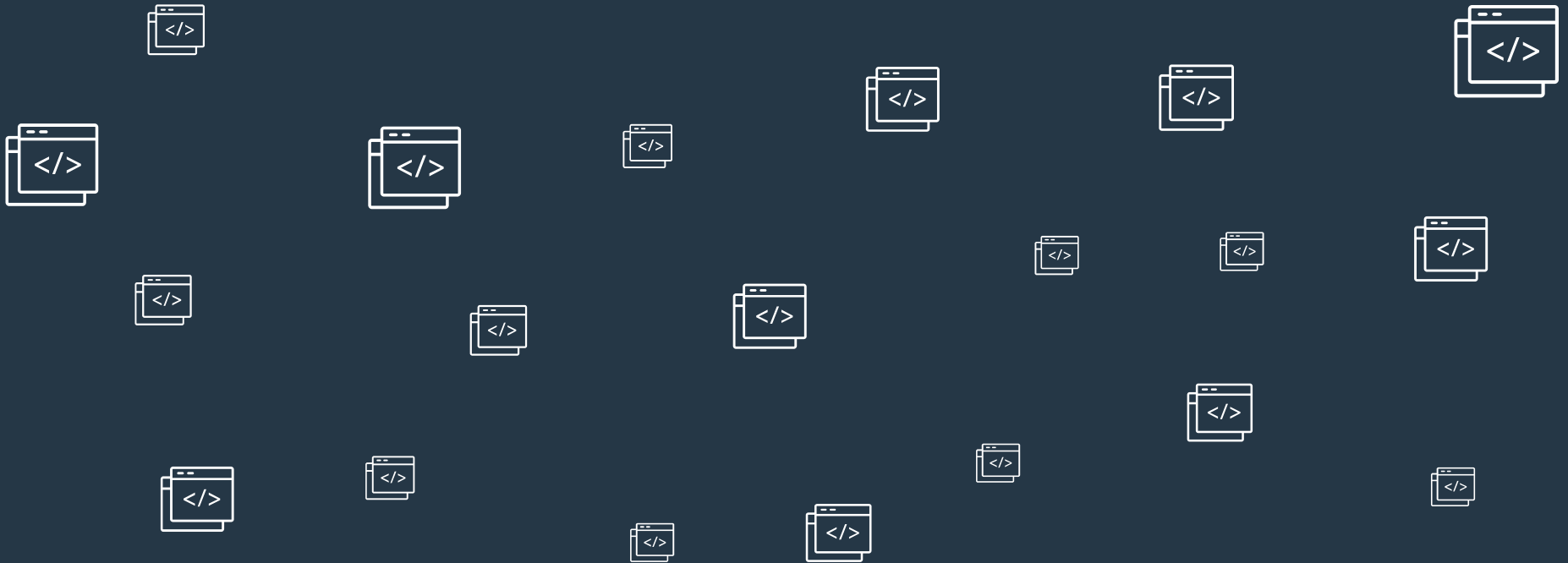


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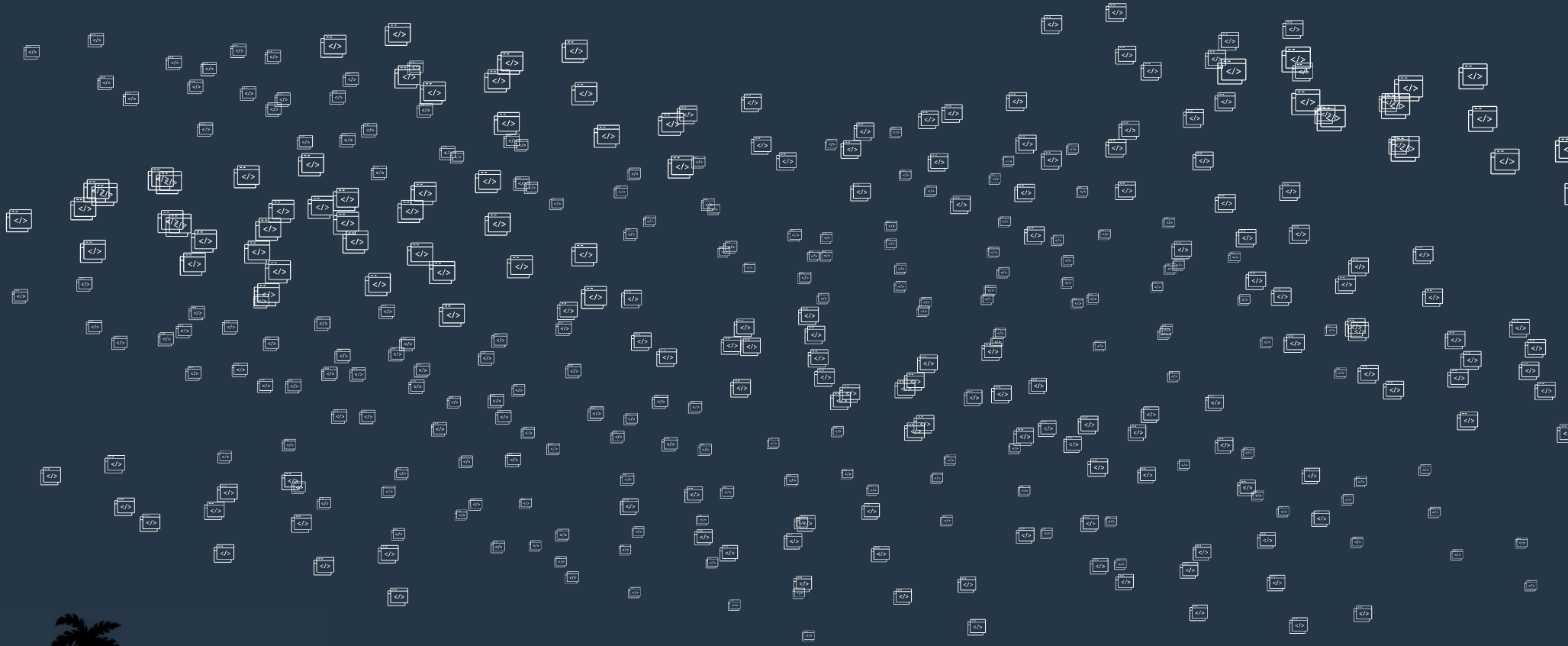


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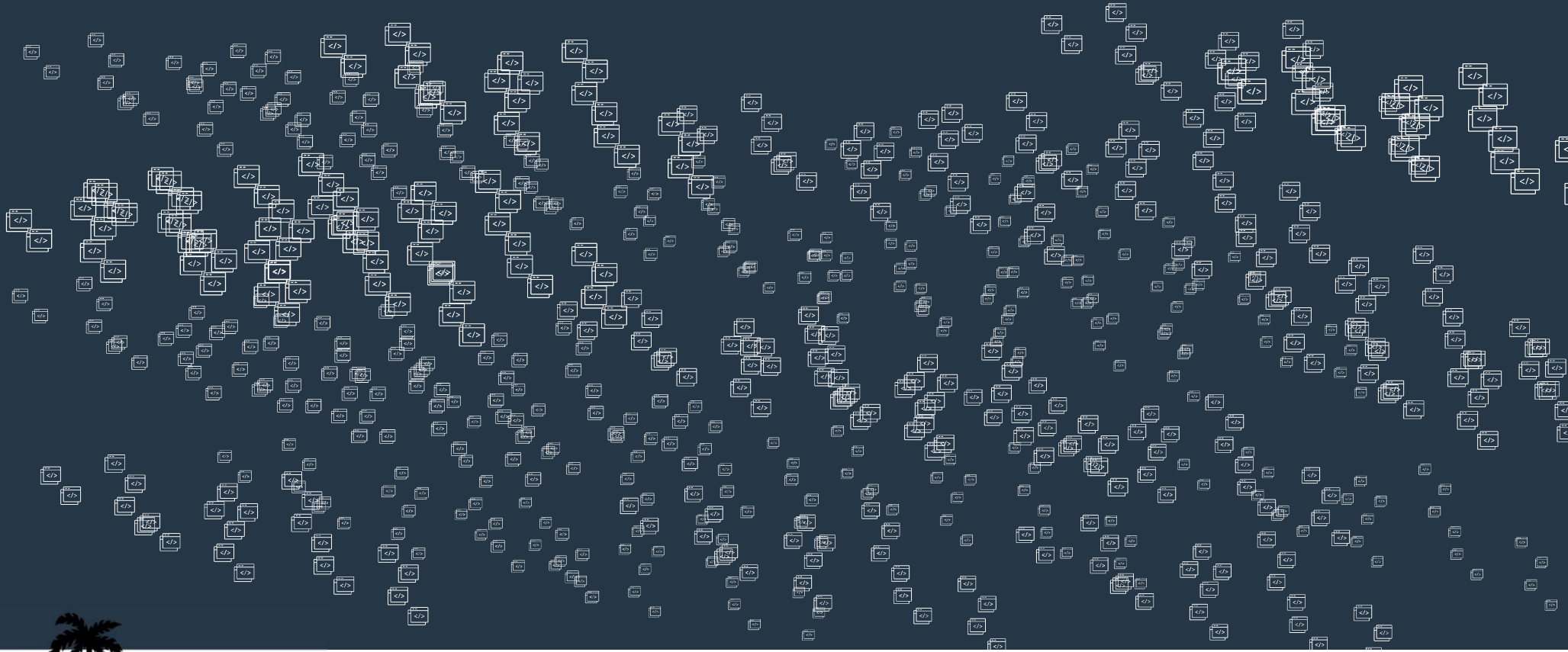


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What is SaaS sprawl?

Nasty

Don't want to
deal with it

You have to
get it under
control

SaaS sprawl will eat holes in your budget



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What are the risks of SaaS sprawl?

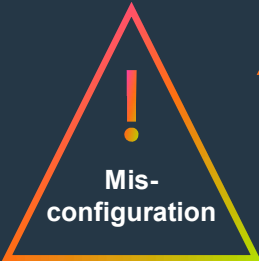


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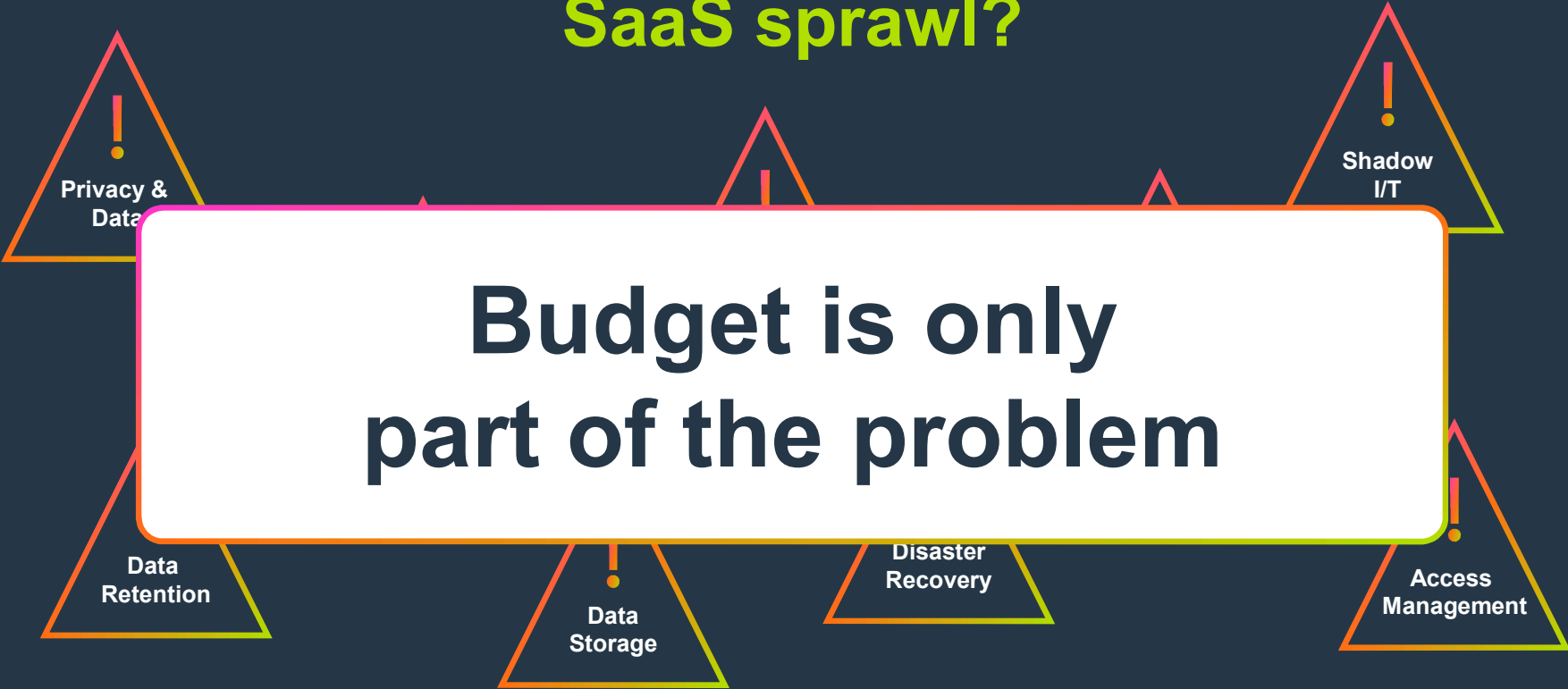
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What are the risks of SaaS sprawl?

Budget is only part of the problem

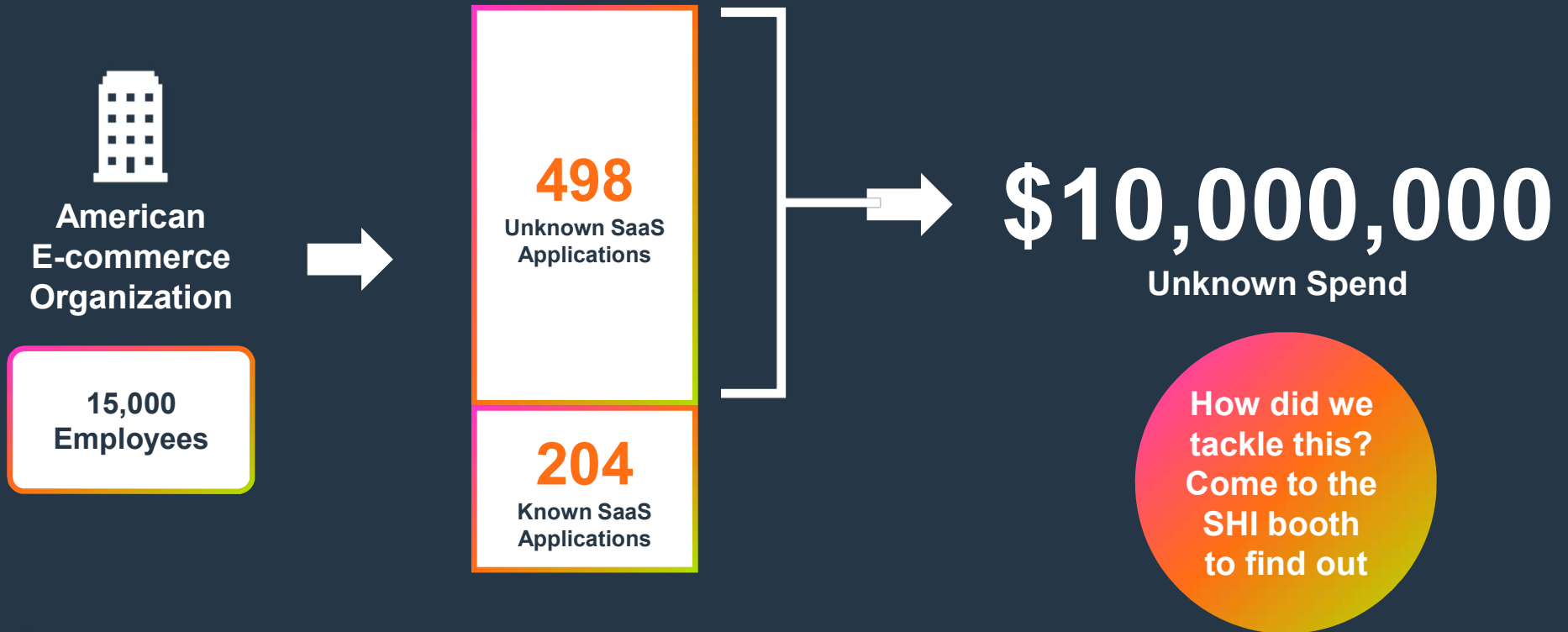


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Effect of **not knowing** your SaaS sprawl



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Why do organisations get in this **SaaS sprawl mess**?



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Why do organisations get in this **SaaS sprawl mess**?



No visibility or
awareness



Incomplete software
inventory



Inadequate
documentation /
record keeping



Circumvents
procurement
processes



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How do you start to tackle SaaS Sprawl? (and realise the hard savings)



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How do you start to tackle SaaS Sprawl?



More accuracy

Less time

Better reporting



Manual reporting

Human error

Slow



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Choose the **right tools**



Deep dive

SecOps challenges

Generic data

What's right for you?
Come and talk with me later



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How do we **start** tackling SaaS?



Gather purchase orders & invoices



Create entitlement reports



Build an Approved Standards List



Create the Asset Portfolio



Rationalize Application Stack



Execute on Strategy
(Save Money!)



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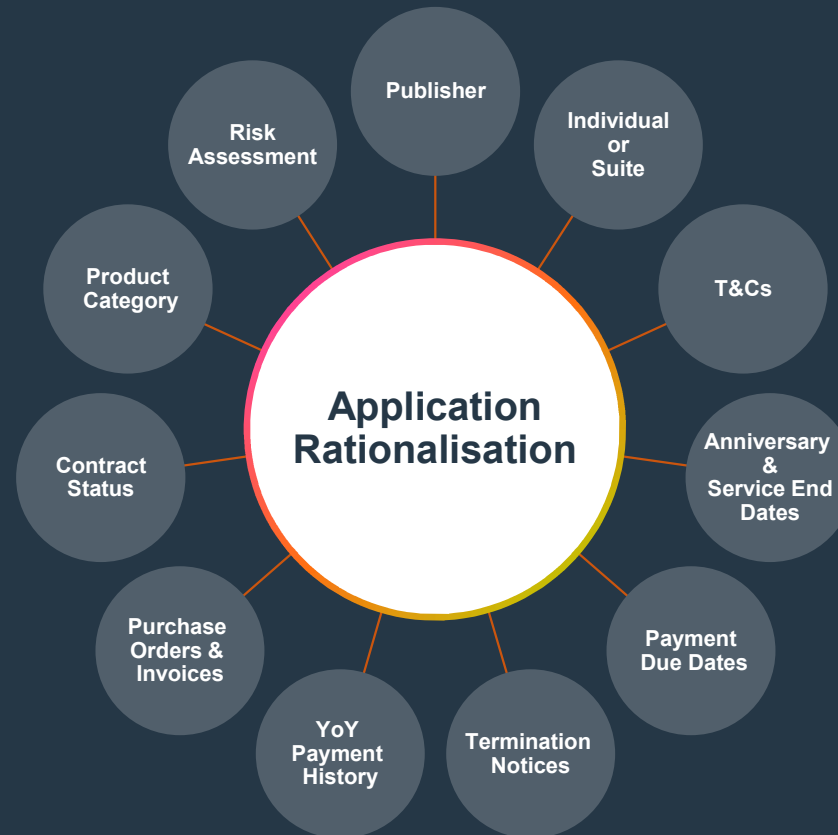


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Asset Portfolio Management

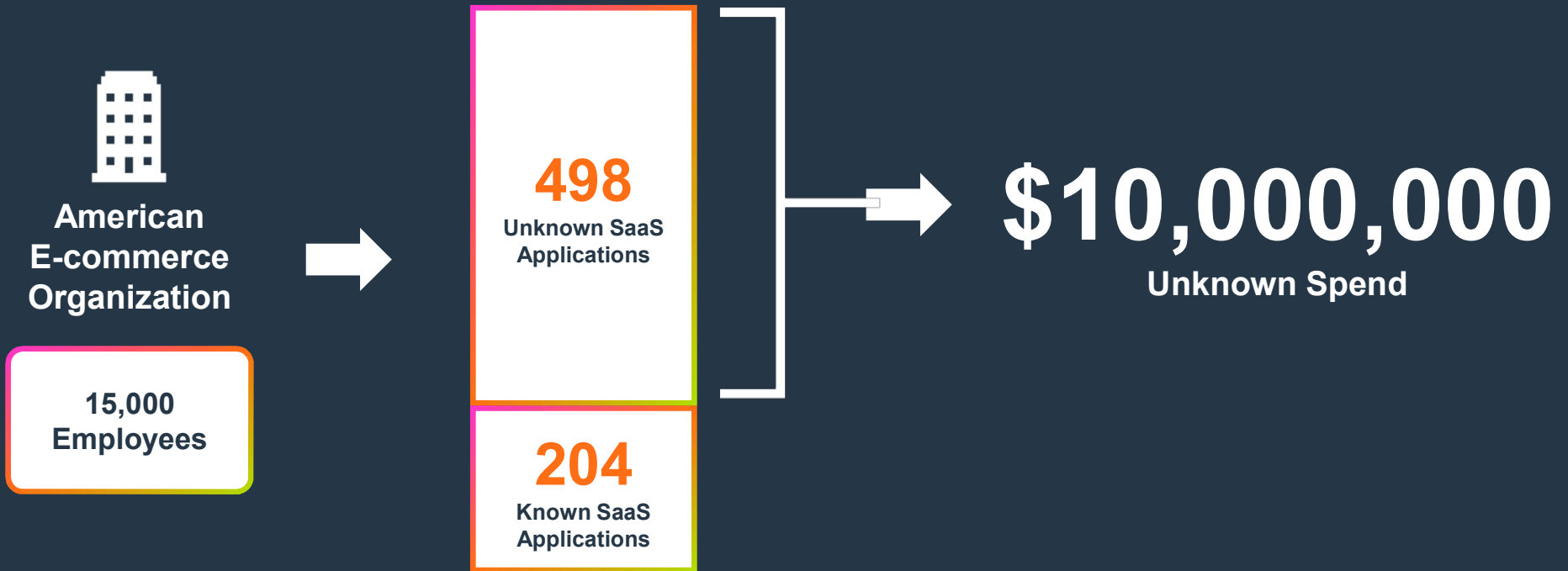


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Application Rationalization



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Application Rationalization

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Unknown SaaS
Applications



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Application Rationalization

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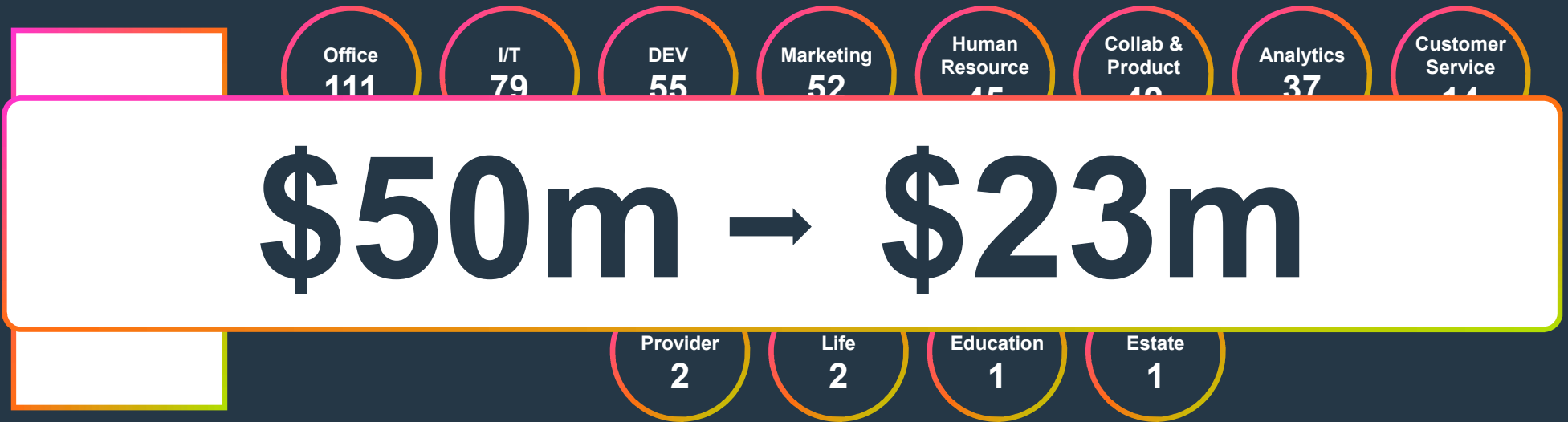


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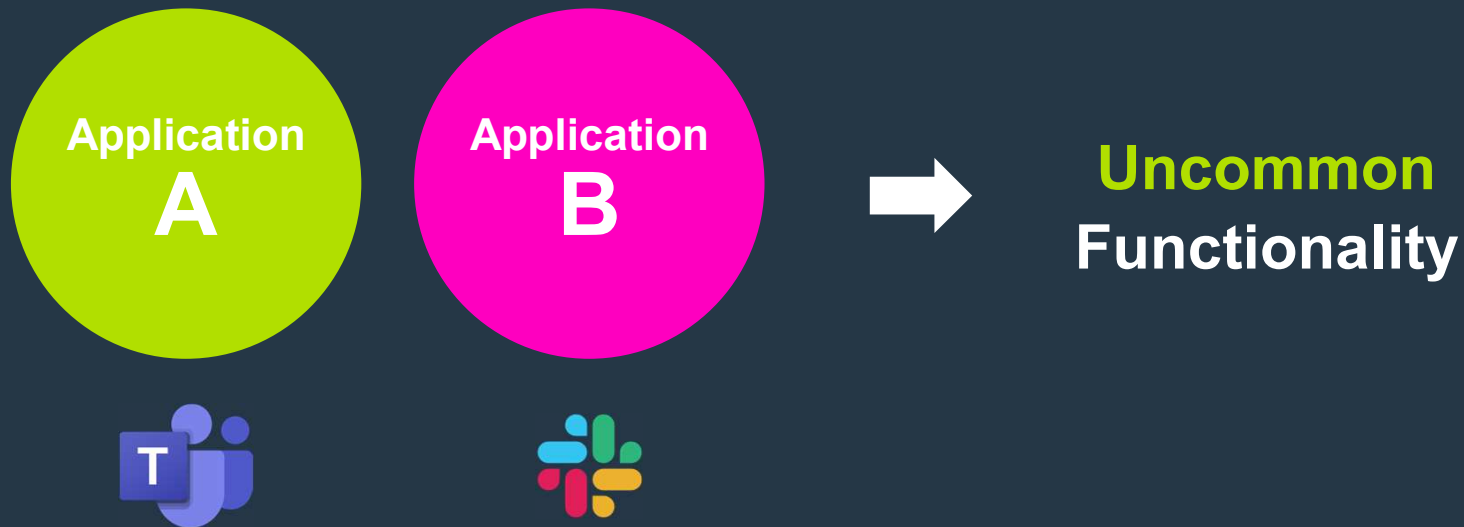


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Fundamentals of Rationalization

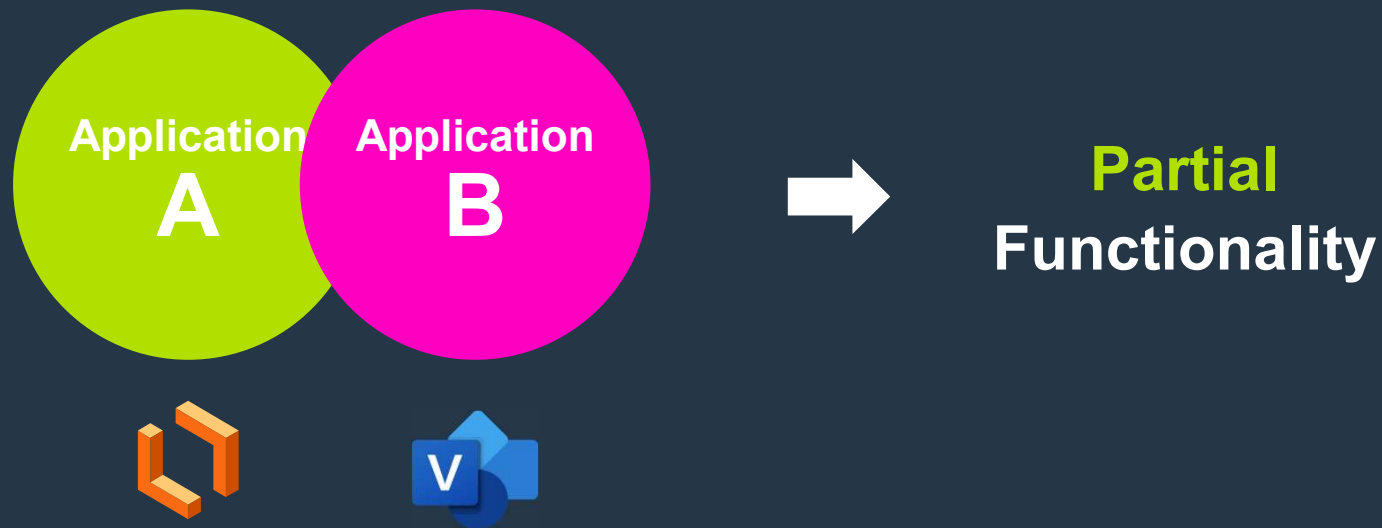


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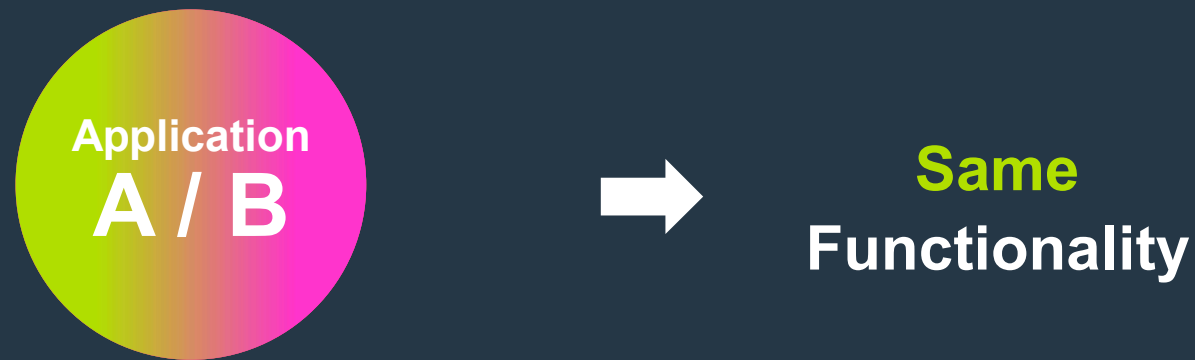


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How does **AI** help?



**Automates
Processes and
Tasks**



**Provides the
Insights**



**Improves
Efficiency**



**Enhances Risk
Management**



**Overcomes data
quality issues**



**Cost Friendly
Alternative**



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Application Rationalization using AI



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“Sound Economics in Everything we do”

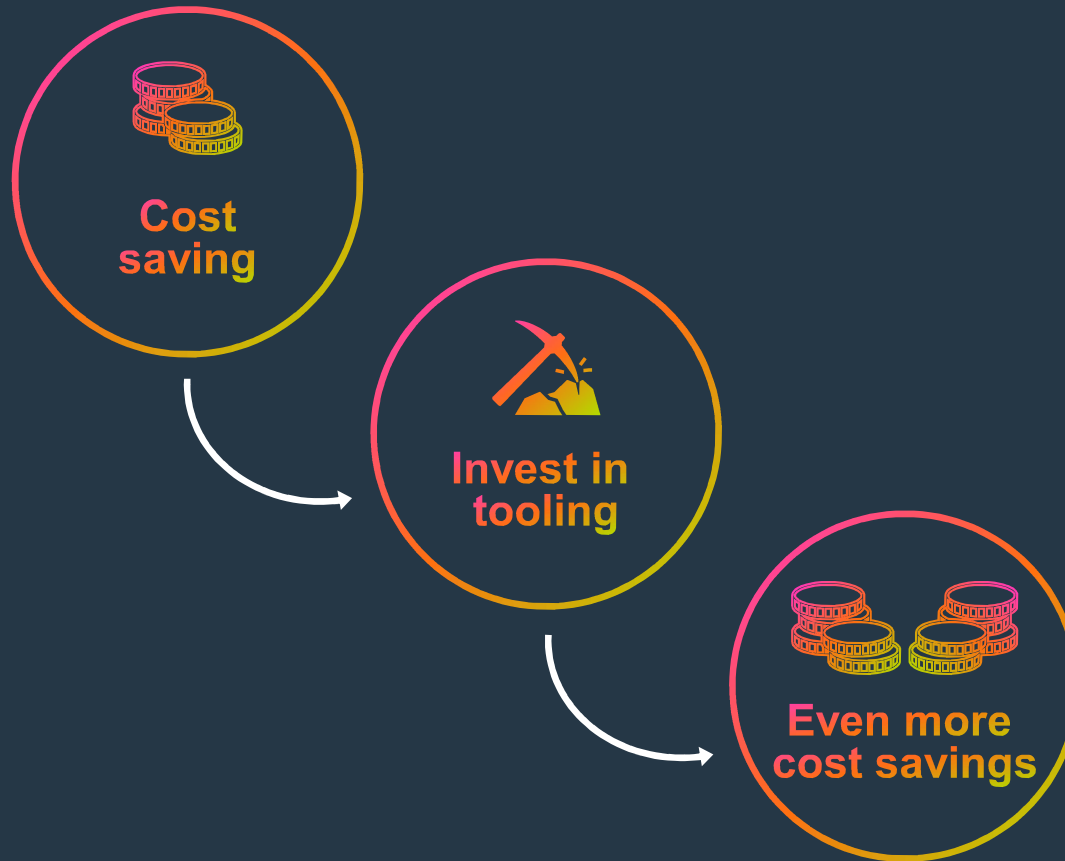
CFO – San Antonio based Company



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