



IT Cost Optimization: Achieving incremental software license cost savings

Delivering where traditional software asset management fails

Not all usage data is helpful. Sometimes software products come with in-built metering, but these in-built offerings typically only provide an indication of how many times an application has been opened over a certain period, or the last time it was launched.

These tools lack important 'active usage' metering capabilities, so the information they provide is of limited use and using this partial view to make software license cost savings has limited scope.

Active usage metering exposes cost savings that would have previously remained hidden. Bad practice by users, applications that automatically launch when booting the device, over provision of entitlements etc. all incur unnecessary expense that can be quickly cut, once the active usage data is available.



Optimizing costs – Workplace Analytics

The complexity of the IT Estate hides redundant software and SaaS services, often self-sourced, leading to escalating costs and increased risk. It's impossible for IT teams to manage costs and optimize budgets for innovation projects when they do not have a clear understanding of what IT assets they have, where, and who's using them.

Industry research shows that organizations routinely waste money by paying for redundant, unused or duplicated Cloud resources (Analyst estimates put potential Cloud cost overspending and over licensing costs at approximately 30-35%). Coupled with a lack of clarity around inventory, license liability, usage and even asset location, accurate management of ongoing costs has become impossible.



Only viewing in black and white: What's actually happening with tool use?

Inaccurate or partial perspectives on usage mislead application portfolio managers to commit to contracts that are more expensive than what the organization truly needs. Limited usage insights do not tell portfolio managers enough about how applications are used. For example, is an application actually used once it's opened? Is an employee using the application in a "read only" way despite having a full license? Is the application closed each day or left open overnight, possibly incurring unnecessary costs?



Leveraging Scalable's Acumen Platform

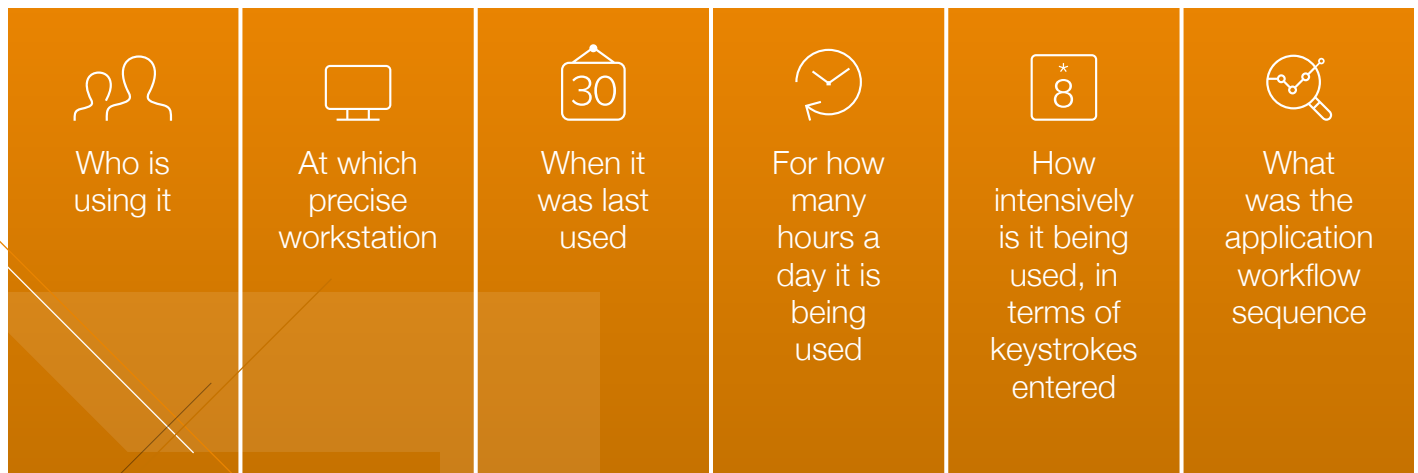
Scalable's Acumen platform delivers second-by-second intelligent usage data that enables users to fully understand the extent to which every high-value application is used and pinpoints unused and underutilized applications, enabling the right-sizing of licensing commitments. This usage data can be used as a single point of truth for your organization's entire IT environment – from cloud to on-premises, and hybrid – to enable actionable outcomes that quickly deliver significant incremental cost savings, over and above traditional.

Acumen enables both immediate short-term cost cutting initiatives and ongoing cost management programs, through the discovery and capture of detailed forensic usage information associated with technology and processes across the IT estate.

- ✓ Stop paying for underutilised or unused applications.
- ✓ Rightsize contracts: Inventory & usage data gives you the power to re-negotiate – see what you have, identify what's inconsistent between your contract and usage, and optimize what's truly needed across the organization. Use detailed usage data to buy and renew only the subscriptions you need.
- ✓ Align / Downgrade Excessive Entitlements – Different license tiers of both workstation and SaaS applications have vastly different costs. Often, you'll have employees with advanced licenses who use just the basic features of an application. Rationalise licence tiers, downgrading if appropriate, to save your organization money.
- ✓ Drive adoption – Target, promote, and track application use. See which employees, teams, roles, and locations require help.
- ✓ Accelerate standardization on accredited applications
 - Minimize category sprawl – It's not uncommon for organizations to be running multiple applications that deliver the same capabilities, but there are huge efficiencies to be gained by eliminating those non-standard/redundant applications and consolidating to only one, including:
 - Bigger volume discounts from vendors
 - Lower support and security costs for just one application versus many
 - Streamlined renewal efforts, so application rationalization and elimination of what's redundant can create some major cost savings.
- ✓ Surface the use of unauthorized applications and devices.
- ✓ Identify inefficient processes and optimize to improve productivity and processing times. Quickly gather data on the user journey and application workflow to understand where friction and delay is caused by functionality or knowledge gaps.

Critical capabilities for optimized IT costs that deliver direct and tangible savings

The solution delivers the insights and usage Intelligence to tell IT teams the 6 critical datapoints that underpin cost optimization and digital transformation initiatives:



By adopting an intelligent usage metering approach, organizations can gain accurate insights into application usage, avoid over-purchasing licenses, and optimize costs across the board. Embracing Scalable's Acumen platform empowers IT leaders and portfolio managers to make data-driven decisions that lead to substantial savings while ensuring they have the right licensing agreements to meet their business needs. It's time to expose the hidden costs and maximize the value of high-value engineering applications.



About Scalable...

Founded in 2008, Scalable Software delivers comprehensive, granular and intelligent analytics tools that give organisations a real-time business lens to improve digital agility and empower employees to thrive. Its workplace analytics platform, Acumen, enables organisations to measure, optimise and transform the employee experience.

Acumen collates and distils data using agent and agentless discovery from across an organisation's technology infrastructure. Using a blend of digital KPIs and metrics, insights are delivered to leadership, IT and HR teams, giving them deep visibility into how the hybrid working model is performing. Armed with this knowledge, organisations can drive digital agility – by protecting employee wellbeing, optimising the digital experience, boosting employee success, and reducing complexity and cost.

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