

SaaS License

SaaS License Management and Analytics



SaaSLicense | Agenda



Who We Are



The Problem We Solve



Take a Tour

SaaSLicense | Who We Are



Alex Sukennik

CHIEF EXECUTIVE OFFICER

23 years IT Industry



Ellan Murphy

HEAD OF SALES

25 years Enterprise Sales



Oleg Rukavishnikov

CHIEF TECHNOLOGY OFFICER

15 years Dev Architecture

We're joined by a terrific team of people, in the following areas:

2

PRODUCT & ENGINEERING

1

SALES & MARKETING

Product | The Problem

10-38%

SAAS LICENSES GO UNUSED
AFTER BEING BOUGHT AND
ALLOCATED TO EMPLOYEES

45%

BUDGET SPENT IS ON
SAAS SOFTWARE
SUBSCRIPTIONS

\$1.5M-\$6M

AVERAGE SPEND ON
SOFTWARE BY SOFTWARE
COMPANIES (250-1500)

65%

OF SAAS SPEND IS
OUTSIDE OF IT

Source: Better Cloud: <https://www.bettercloud.com/monitor/state-of-the-saas-powered-workplace-report/>

Product | The Problem

\$250K-\$1M



MONEY WASTED ON INACTIVE
LICENSES (250-1500 EMPLOYEES)

10%



EMPLOYEES WHO LOGIN BUT DON'T
OPTIMALLY USE APPLICATIONS

30 Days



TIME PROCUREMENT RECEIVES
APPLICATION USAGE ANALYTICS

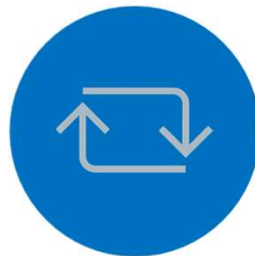
Product | The Top Platform will Address

99% Visibility



Cost Visibility and
Cost Avoidance

Business Analytics



Predict when costs
get out of control
and perform an
analysis

Management



Manage Contracts with
visibility for both IT and
Procurement

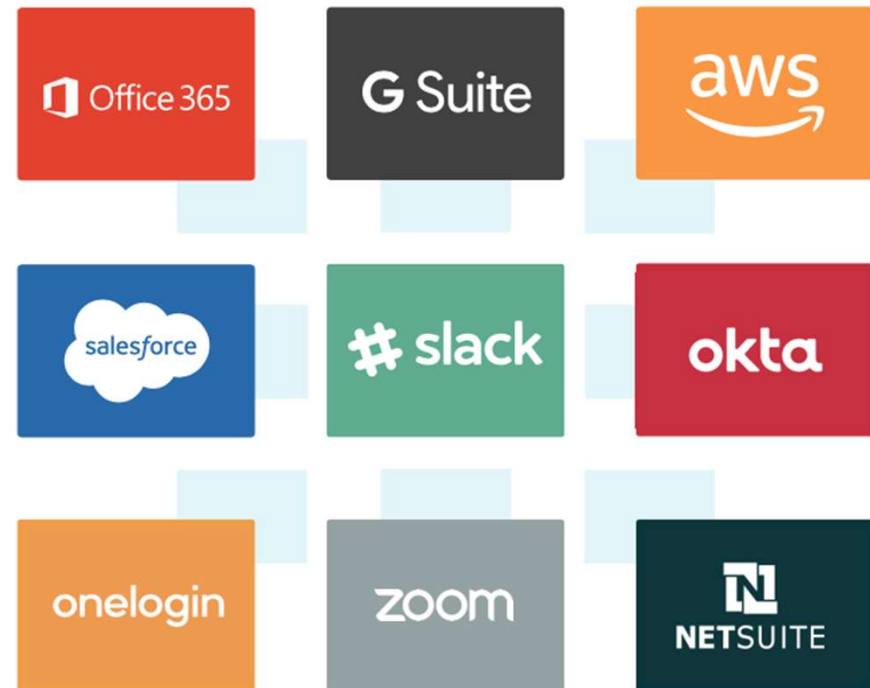
Risk/ Compliance



Application Risk
Matrix driving
visibility for
Compliance

Product | Our Integrations

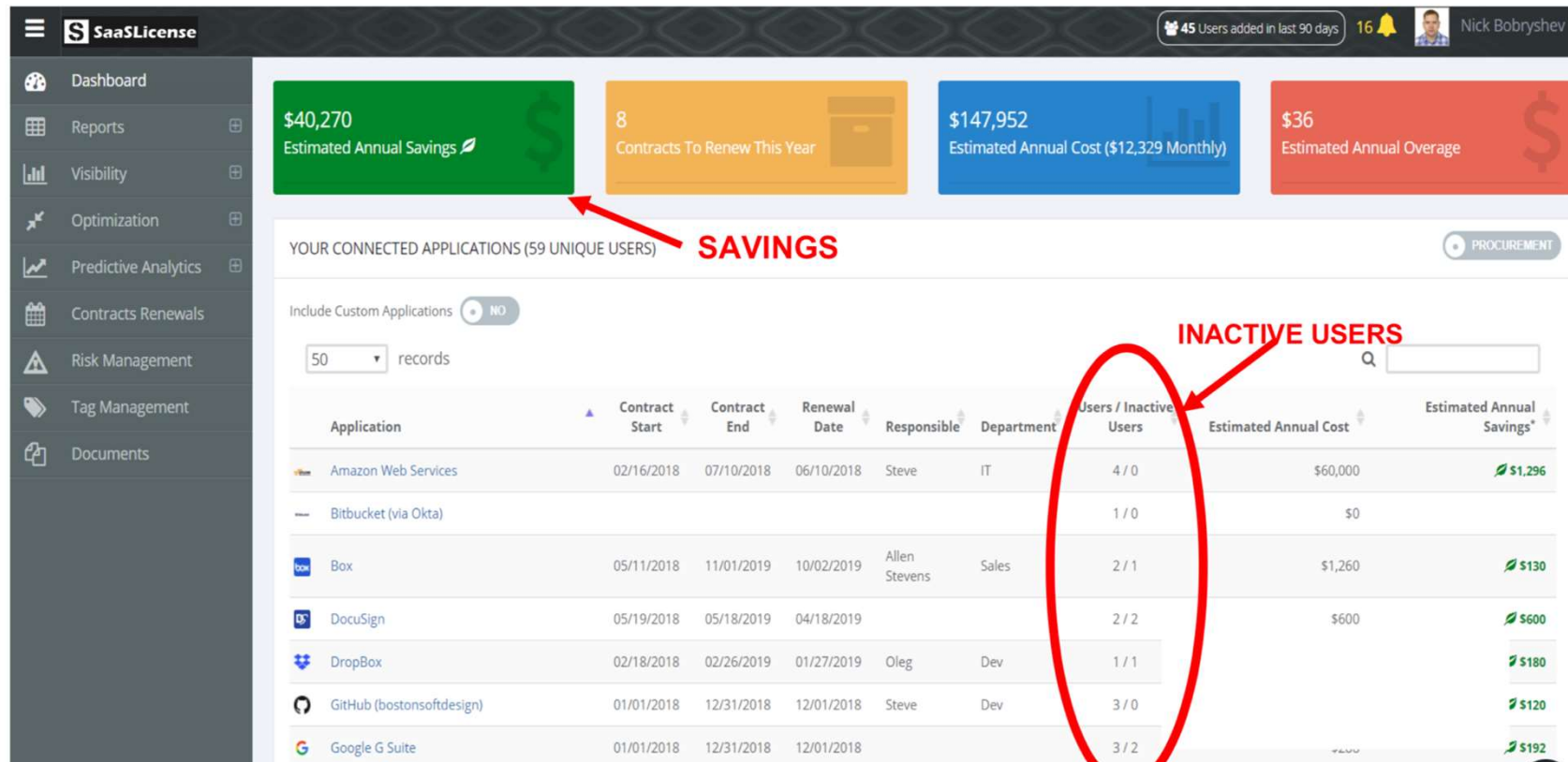
- SSO Integration
or
- Connect Individually
- 5,500+ Connected Applications



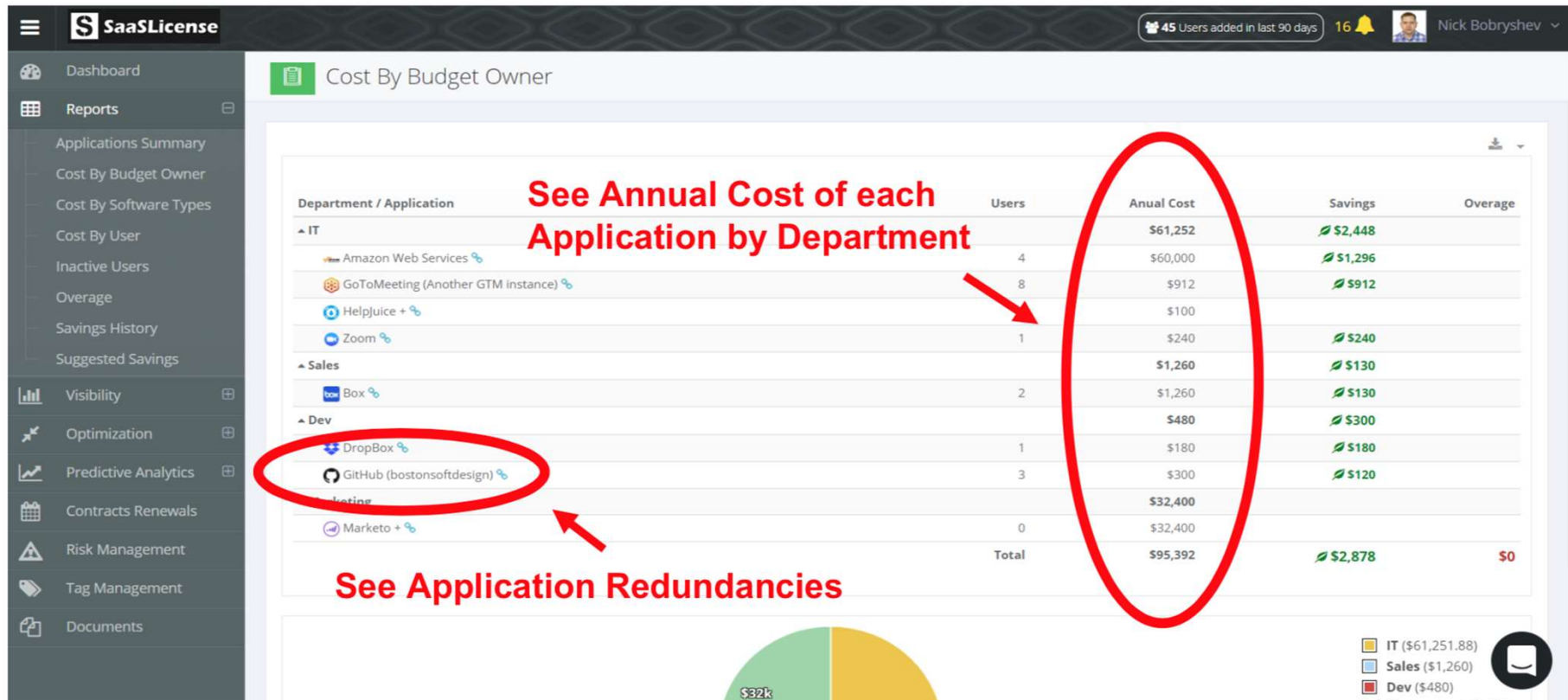


Lets Take a Tour..

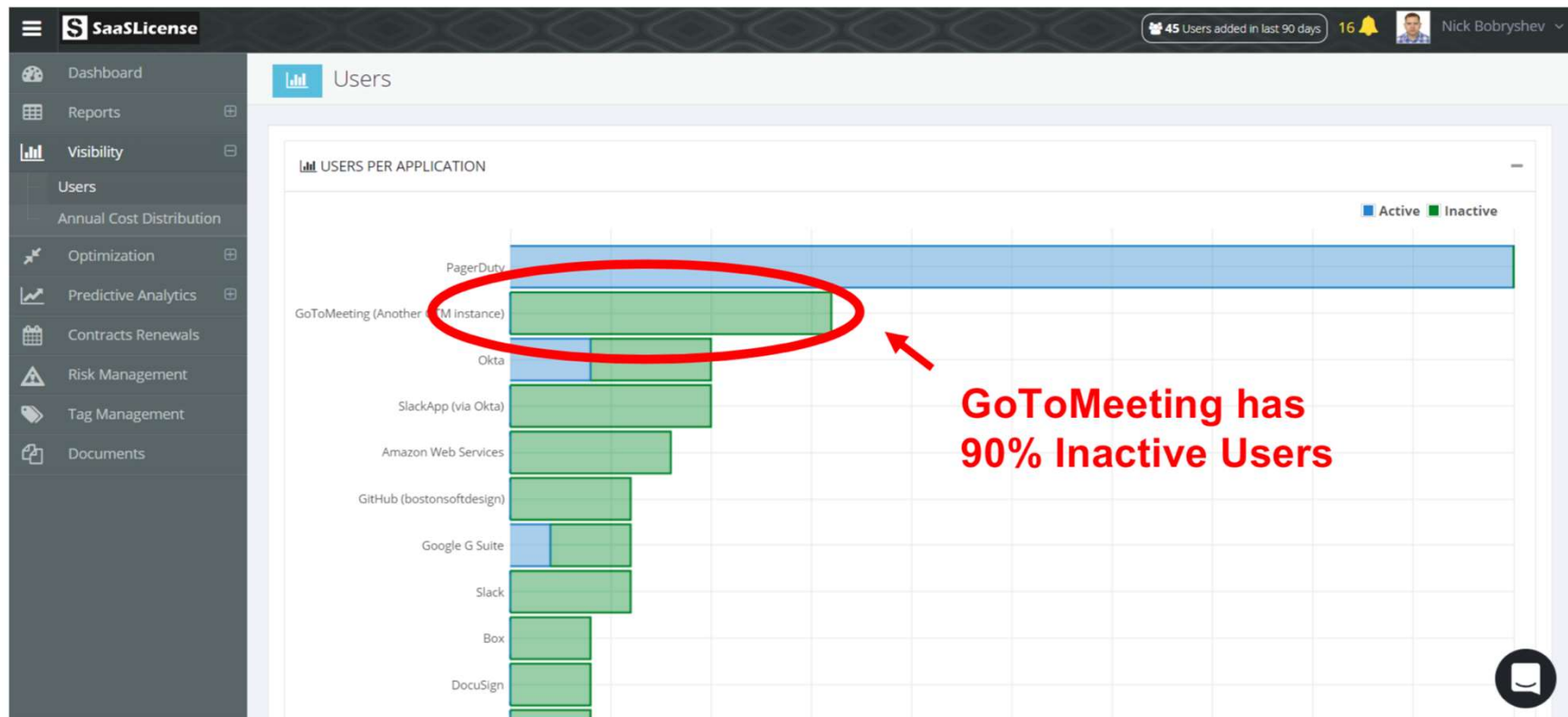
Track Spend | Active/Inactive Users by Application



Cost by Budget Owner | Capture Redundant Apps



Cost Analytics | Is This Application Needed?

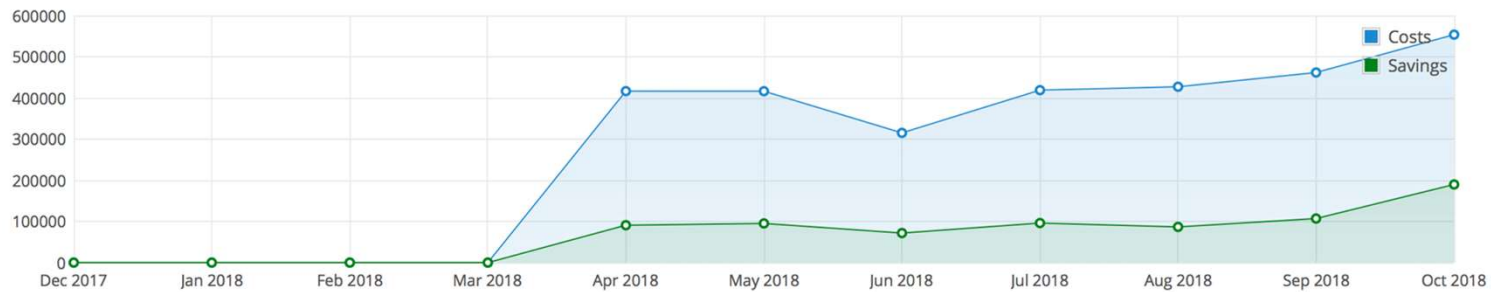


Savings History | How Much Have I Saved?

Savings History

	Dec 2017	Jan 2018	Feb 2018	Mar 2018	Apr 2018	May 2018	Jun 2018	Jul 2018	Aug 2018	Sep 2018	Oct 2018
Costs	\$0	\$0	\$0	\$0	\$416,482	\$416,348	\$315,081	\$418,946	\$427,155	\$461,745	\$553,688
Savings 	\$0	\$0	\$0	\$0	\$90,877	\$95,168	\$71,827	\$96,087	\$86,754	\$106,992	\$189,714

SAVINGS AND COSTS BY MONTH



THANK YOU