



Substly brings transparency to software costs and licenses, enhances security, and saves you time & money.

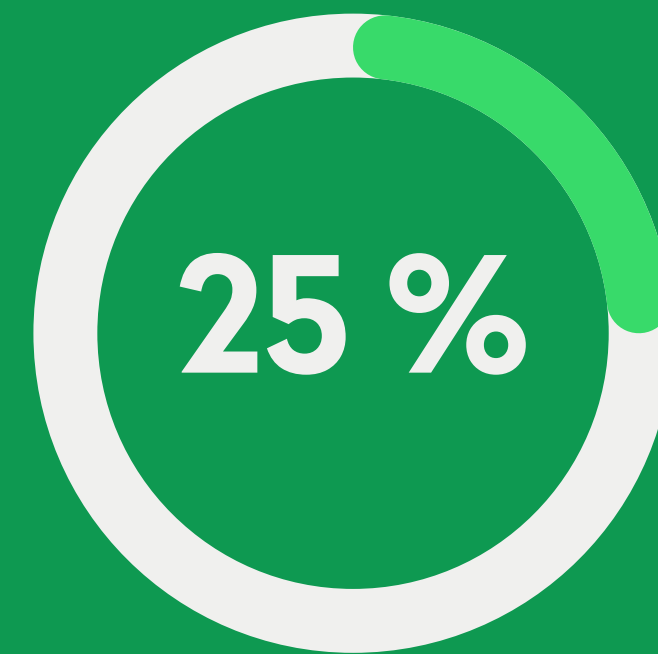
WITHOUT CENTRALIZED
SAAS MANAGEMENT



of SaaS
licenses are
not used



of SaaS
apps are
unsanctioned



minimum
overspend on
SaaS

SUBSTLY FOR

IT

OPERATIONAL EFFICIENCY

Streamlined license handling and offboarding processes, reduced administrative burdens, and technology investments more aligned with strategic goals.

FINANCE

COST OPTIMIZATION

Tracking and optimizing software spending for better financial control. Identify and eliminate underutilized and redundant licenses, reducing unnecessary expenses.

LEGAL

COMPLIANCE & RISK MITIGATION

Ensure compliance and mitigate risks by monitoring software usage and licensing. Identify and manage shadow IT, ensuring appropriate licensing and reducing legal exposure.

MANAGEMENT

DATA-DRIVEN DECISION MAKING

A holistic view of SaaS assets allows data-driven decisions for growth and competitiveness. Substly empowers management by providing insights that ensure resources are allocated efficiently.

FOUR PHASES OF SUCCESSFUL SAAS MANAGEMENT



1. Application
Inventory



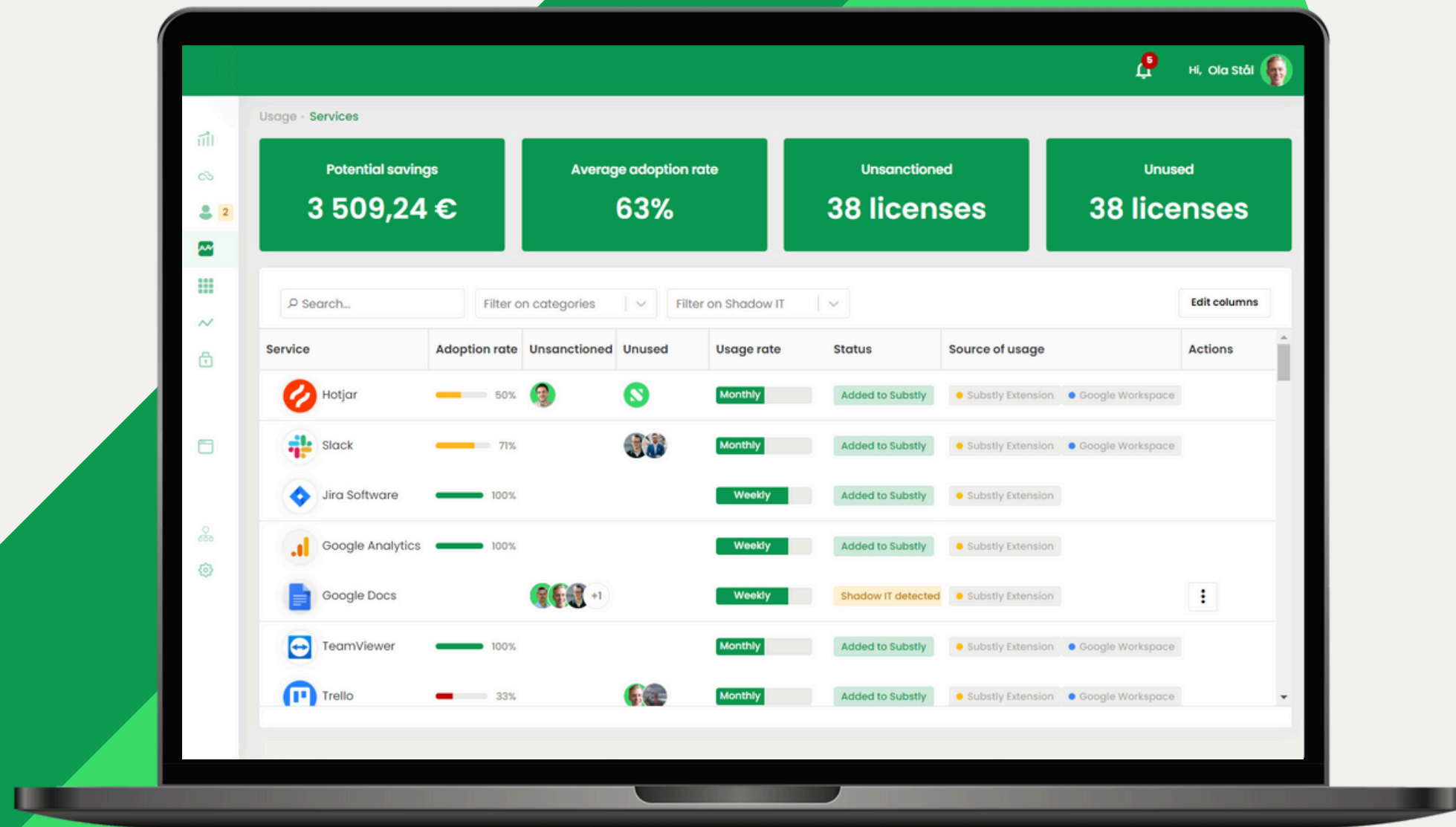
2. Usage
Rationalization



3. Streamlined
Offboarding



4. Cost
Optimization

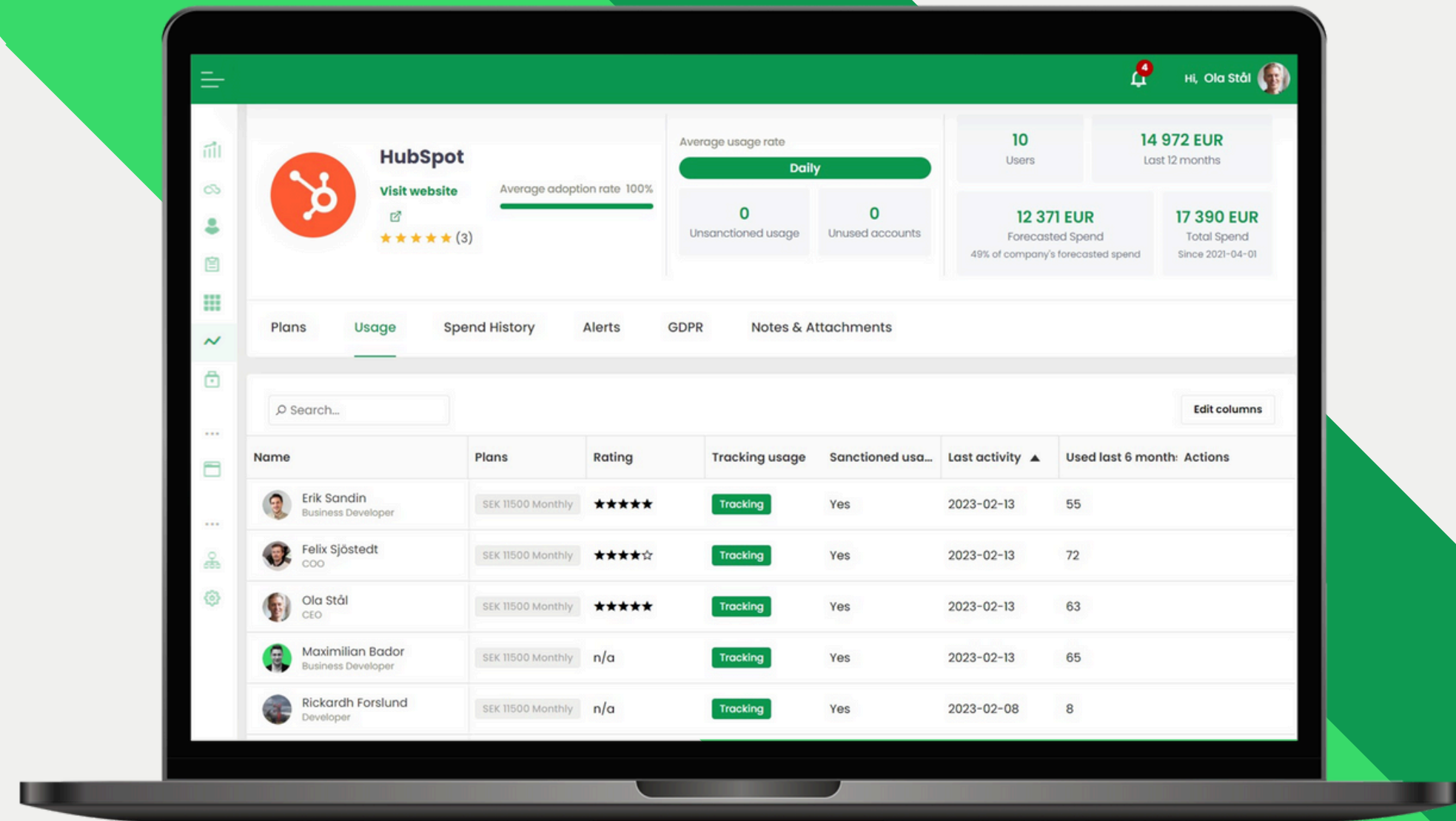


1. APPLICATION INVENTORY

Automated SaaS usage discovery and Shadow IT detection allow you to gather a portfolio view of your applications with minimum effort.

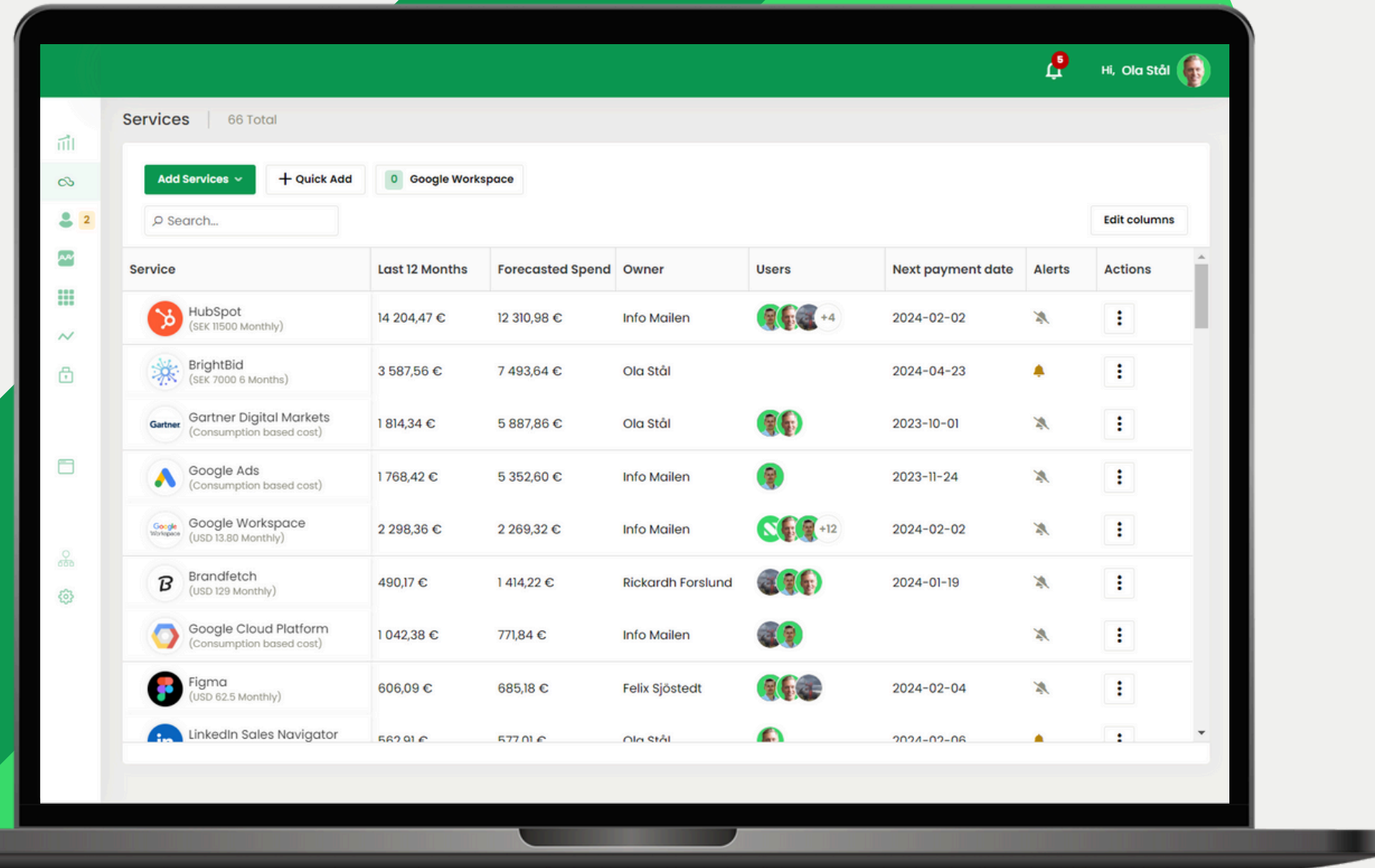
2. USAGE RATIONALIZATION

The company-wide overview helps you stay properly licensed and cut down on underutilized, unused, and redundant services.



3. STREAMLINED OFFBOARDING

Streamline license handling, improve data security, and save up to 90% on time spent on employee offboarding.



The screenshot displays a software interface for managing services. At the top, it shows 'Services | 66 Total' and a user profile 'Hi, Ola Stål'. Below this is a search bar and a table of services. The table has the following columns: Service, Last 12 Months, Forecasted Spend, Owner, Users, Next payment date, Alerts, and Actions. The services listed are:

Service	Last 12 Months	Forecasted Spend	Owner	Users	Next payment date	Alerts	Actions
HubSpot (SEK 11500 Monthly)	14 204,47 €	12 310,98 €	Info Mailen	+4	2024-02-02		
BrightBid (SEK 7000 6 Months)	3 587,56 €	7 493,64 €	Ola Stål		2024-04-23		
Gartner Digital Markets (Consumption based cost)	1 814,34 €	5 887,86 €	Ola Stål		2023-10-01		
Google Ads (Consumption based cost)	1 768,42 €	5 352,60 €	Info Mailen		2023-11-24		
Google Workspace (USD 13.80 Monthly)	2 298,36 €	2 269,32 €	Info Mailen	+12	2024-02-02		
Brandfetch (USD 129 Monthly)	490,17 €	1 414,22 €	Rickardh Forslund		2024-01-19		
Google Cloud Platform (Consumption based cost)	1 042,38 €	771,84 €	Info Mailen				
Figma (USD 62.5 Monthly)	606,09 €	685,18 €	Felix Sjöstedt		2024-02-04		
LinkedIn Sales Navigator	562,01 €	577,01 €	Ola Stål		2024-02-06		

4. COST OPTIMIZATION

Ensure you are on target with your budget with automated spend tracking and forecasting. See spend per category, department, and person.





"THE IMPROVED OVERVIEW
ALLOWS US TO REDUCE
COSTS TO THE EXTENT
THAT SUBSTLY PAYS FOR
ITSELF."

Dragan Ovrlinic
Global Director of IT
450 employees



"SUBSTLY IDENTIFIED
LICENSES THAT WE WERE
COMPLETELY UNAWARE
OF. NOW THEY ARE ALL IN
ONE PLACE."

Åsa Vukmanovic Lilja
Operations Manager
300 employees



"WE HAVE TESTED MOST
SYSTEMS ON THE MARKET,
BUT NOTHING HAS BEEN AS
USER-FRIENDLY AND FLEXIBLE
AS SUBSTLY."

Krister Laag
CIO
150 employees

★★★★★ Rated 4.9 on 

CASE STUDY

Software Company - 120 employees

SaaS spend

(per employee & year)

Waste


(Unused, Orphaned, and Redundant)


Yearly waste


	Base Case	Low Case	High Case
SaaS spend	€2.500	€1.500	€3.500
Waste	15%	10%	25%
Yearly waste	€33.750	€13.500	€78.750

3 WAYS SUBSTLY COLLECTS DATA

- 1** Single Sign-on (SSO) and Identity Providers (IDP)


- 2** Browser Extensions


- 3** Financial Data (Optional)



SUCCESS GUARANTEED

We are proud to have used our product and expertise to help companies worldwide save money and time while increasing security, and we would love to do the same for you.

We want to offer a trial period with no commitment to purchase to showcase our product's short learning curve and give you a chance to estimate the ROI using your data. We'll even help you set up your account.

It doesn't get any safer than that.



QUESTIONS & FOLLOW-UP



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