

# SaaS Expense Management

Unchecked SaaS spend and lack of centralization pose ongoing challenges for organizations. SIB empowers businesses by providing enhanced visibility, preventing unnecessary expenses.

## Are You Overpaying for SaaS Expenses?

In today's fast-paced business environment, managing SaaS expenses can be a daunting task. According to [Gartner](#), Global SaaS spend is expected to grow by 17.9% in 2023 to \$197B. Companies often find themselves grappling with a range of challenges, including SaaS sprawl, unchecked spend, and lack of appropriate management tools. At SIB, we understand these pain points and have tailored our solutions to address them head-on.

Currently organizations face a number of challenges:

- > Visibility to SaaS spend decisions.
- > Lack of centralization for SaaS spend decision making.
- > Lack of controls and supporting workflows .
- > Lack of coordination across business units resulting in redundancies.
- > Compliance and security risks.

## SIB Can Help

SIB's comprehensive SaaS expense management solution enables organizations to optimize costs, gain centralized control over SaaS spend, and streamline management processes for enhanced efficiency and cost savings.

- > **Start small and fast:** SIB offers a free proof of concept with a select group of the most widely used applications.
- > **Discover, manage, and optimize:** SIB empowers clients to regain control of their SaaS landscape through a single dashboard, accessing over 800+ SaaS environments with a 5 to 15-minute integration process per supplier.
- > **Methodology: On-going subscription-based engagement:** For long-term peace of mind, SIB offers an ongoing subscription-based managed service engagement. This collaborative, approach, focuses on prevention and maintaining visibility. We assist with ongoing optimization by constantly reviewing current spend and utilization trends while maintaining course correction through regular account reviews.
- > **Flexibility:** SIB is unique in that we can take on optimization and benchmarking projects on a standalone basis. That flexibility sets us apart. We can work on either a contingency or subscription model.

# 12%

## Average Reduction in SaaS Expenses

### Primary Targets for SaaS Expense Management

- Healthcare
- Higher education
- Technology firms
- Enterprise organizations

## Case Examples

> **100+ unused/risky apps discovered**

for a well known digital transformation platform.

> **\$100,000 saved**

just from app Insights for a leading project management platform.

> **\$150,000 saved**

in the first two months of engagement for sports technology platform.

> **\$100,000+ saved**

within 3 months for a payables automation platform.

> **\$400,000+ SaaS spend saved**

for a marketing automation software company.

## Our Process



### Collect Data

- SSO Integration
- Expense upload



### Analyze

- Analyze usage and spending
- Cost mapping
- Verify all services are needed



### Evaluate

- Insights on cost optimization for connected apps
- Expected savings range
- Next steps – what to do and when, by whom



### Negotiate

- Meet with suppliers to negotiate fee structure



### Workflow Automation

- Contract compliance, variance studies
- Safeguard future enrollment w/ workflow/ approval and whitelist functionality



### Validate

- Maintain presence to ensure accuracy, prevention
- Continuously assisting on contract compliance, orchestrating review calls and interpreting results

## A Sample of Our Clients

Berlin Rosen

ePIQ

