



IT Cost Optimization

Achieve significant savings and cost optimization with advanced workforce analytics.

It's impossible for IT teams to achieve cost savings or optimize costs without a clear understanding of what assets are deployed across the estate and how those assets are used by employees to meet their business goals.

Workplace analytics plays a crucial role in enabling organisations to rapidly improve productivity and achieve savings in both direct and indirect costs.



Cost Optimization

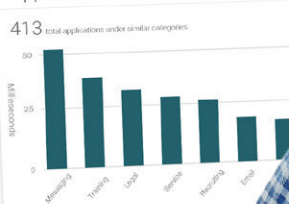
Cost Saving Initiative Trends



Licence Optimization



Application Rationalization



Unused Licenses

Optimizing costs – Workplace Analytics

Delivering where traditional Software Asset Management fails

The move to hybrid working models and the complexity of the IT Estate hides wasted budget, inefficiencies and multiple opportunities to reduce costs and allocate those budgets to strategic transformation initiatives.

Workplace analytics delivers intelligent insights that expose both direct cost saving opportunities through software rationalization and realignment based on end user requirements, together with the opportunity to increase productivity by identifying and eliminating frictional application workflow and fragmented end user journeys that impact productivity and incur unnecessary cost.

3 critical capabilities for optimized IT costs that deliver direct and tangible savings

1. Identify inefficient processes and optimize to improve productivity and improve processing times.
2. Right size the software estate: eliminate or reassign unused software; align license type to usage; downgrade from paid to free or read-only based on need.
3. Drive adoption of standard corporate applications and reduce category sprawl.

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.

- ✓ 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.
- ✓ 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 vs. 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



Microsoft 365 optimization

Downgrade excessive entitlements

- Different license tiers of M365 have vastly different costs. Rationalize license tiers and give employees the functionality they need, downgrading if appropriate.

Optimize application costs

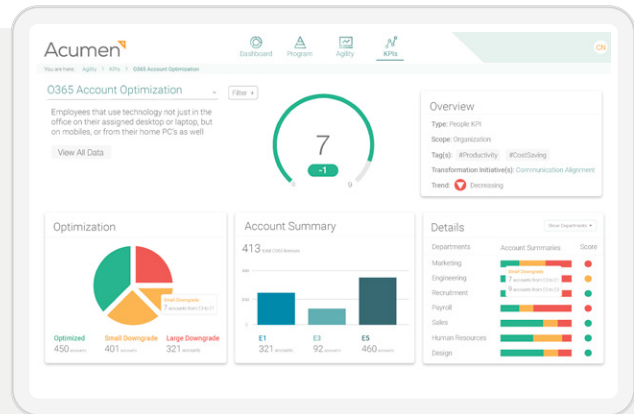
- Maximize license savings by finding all of your inactive Microsoft 365 licenses and reallocate.

Rightsize contracts

- Use detailed usage data to buy and renew only the subscriptions you need. Inventory & usage data gives you the power to re-negotiate – optimize what’s truly needed across the organization.

Drive adoption

- Target, promote, and track application use. See which employees, teams, roles, and locations require help.



Accelerate standardization on M365

- Target and measure the adoption of Microsoft Teams and compare that to other collaboration, communication and productivity tools in use across the organization.

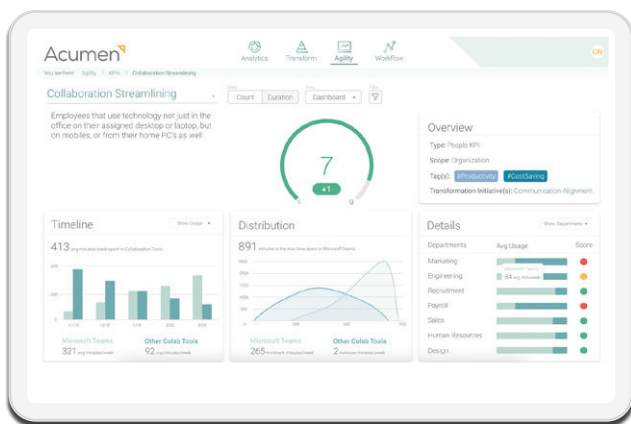
Understand RoI and drive enhanced value

- Understand how users are leveraging Microsoft Teams for collaboration across meetings, chats and document sharing, giving you reassurance of ROI.

Extended cost optimization benefits with workplace analytics

Beyond the immediate ability to rationalise and optimise assets and processes across the IT estate, Workplace analytics underpins the achievement of greater indirect savings associated with ongoing enhancements to digital employee experiences and digital transformation.

The negative impact of poor digital experience on employee engagement, productivity and wellbeing can be significantly amplified by a move to hybrid working. For some, the increase in flexibility is very positive. For others, the stress caused by poorly performing technology and frictional application workflow has caused frustration, led to extended working hours and feelings of isolation. The risk is that this brings about a higher churn rate with experienced employees moving to new roles, leaving their employer with increased recruitment and onboarding costs and potential productivity issues as new employees get up to speed.



Workplace analytics delivers the measurement and insight to realise the anticipated benefits of digital transformation and cost reduction projects. Organisations charged with strategic objectives and initiatives that are designed to deliver cost savings and productivity improvements often fail to establish the right KPIs that can be measured on an ongoing basis and rolled up to deliver a dashboard view on the current status, risks and opportunities.

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.

For more information email: info@scalable.com

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OCT 2021