

ApptioOne Plus

Accelerate business strategies

Overview

Applications and services power your business results. But most organizations cannot connect the strategic goals of their business units to specific underlying IT investments leading to application bloat and missed opportunities to fund growth initiatives. Organizations without dedicated ITFM stewardship face common challenges:

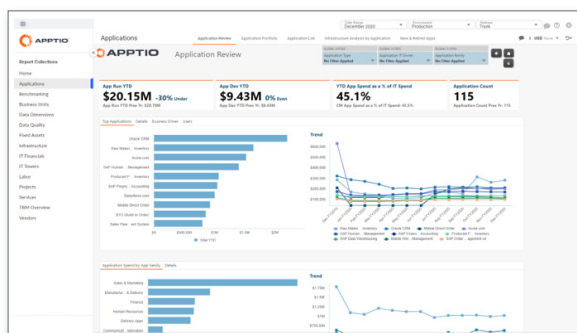
- Application total cost of ownership (TCO) initiatives do not easily identify addressable spend to optimize.
- Duplicate and underused applications cause portfolio bloat and lockout funds from new investments.
- Business units consume IT like it's free, leading to budget resource constraints.

Our solution

ApptioOne Plus unlocks the resources to accelerate business strategies by streamlining applications and operations and deepening business unit partnerships with a collaborative approach to investments. ApptioOne Plus unifies financial and operational data into an industry-standard taxonomy of cost categories and hierarchies. Coupled with Apptio's proprietary allocation strategies, metrics, KPIs and reporting structure, organizations optimize and align their current approach to IT and invest more deeply in growth initiatives.

Highlights

- Ensure current portfolio aligns to strategic priorities and business capabilities.
- Lower the cost of specific applications by targeting the portion of spend that is addressable and not contractually committed.
- Lower the cost of your application and service portfolio by identifying and eliminating duplications and underutilized applications.
- Lower IT spend by detailing consumption of IT services at the business unit level.

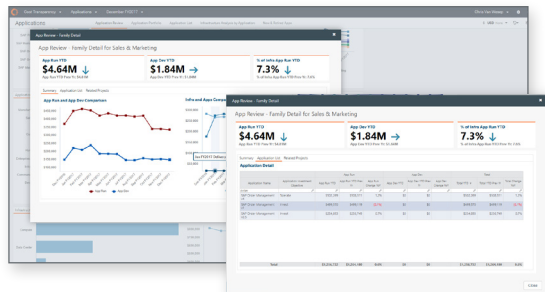
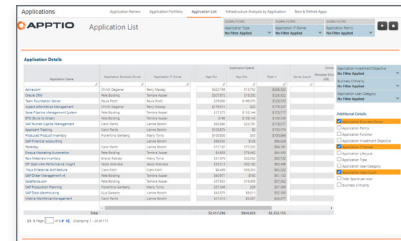


ApptioOne Plus

- **Optimize Application TCO**
Lower the cost of specific applications by understanding the associated fully-burdened cost structure.
- **Rationalize Your Application and Service Portfolio**
Lower the cost of your application and service portfolio by identifying and eliminating duplications and underutilized applications.
- **Manage Business Unit Consumption**
Partner with business unit leaders to achieve their business objectives with the most cost-effective IT solution.

Optimize application TCO

The majority of app portfolio spend goes to a select number of large applications. Reducing the total cost of the most expensive applications in an organization has an outsized impact on the application portfolio cost structure. These savings can then be applied to growth initiatives.

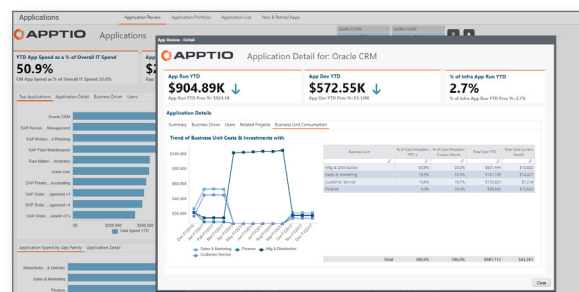


Rationalize your application and service portfolio

The addition of new applications is not always done in conjunction with evaluating available apps or the real business value these new apps provide. This can result in a lengthy list of applications that may be duplicative or simply under-utilized relative to their cost. Streamlining this portfolio unlocks investments for new opportunities.

Manage business unit consumption

A partnership between technology leaders and the business requires alignment between investments and associated business initiatives and objectives. Business units want to understand their IT cost structure, the associated value, and the levers they have to control. Controlling spend through consumption choices gives business units agency over their IT budget and deepens the partnership with IT.



Customer results



Identified over 70 apps to retire, taking out \$7M of annual maintenance costs. Based on a 1% margin, this is equivalent of \$700M of new revenue.



Reduced IT spend by 50% by rationalizing 650 portfolio projects to 33 and rationalized the service catalog from 4,000 services to 2,000.



Reduced IT spend by nearly 40%, meeting the cost reduction mandate and self-funding \$4M in new technology imperatives over 2 years.

Get Started

Apptio fuels digital business transformation. Technology leaders use Apptio's machine learning to analyze and plan their technology spend so they can invest in products that increase the speed of business and deliver innovation. By translating raw costs, utilization, and billing data into business-centric views, IT leaders shift spending from maintenance to growth.

For more information, please visit

Apptio.com/get-started