

Flexera and Apptio

Drive Cost Transparency Across All of IT and Optimize Your Software Spend

Challenges Addressed:

- Struggling to manage IT costs
- Lack of automated asset data collection and inventory
- Limited automation of asset management and IT financial processes

Key Benefits:

- Delivers true cost of software licenses, maintenance and subscriptions
- Reduced license and maintenance costs (5-25% savings per year can be achieved)
- Reduced license compliance risk and unbudgeted costs associated with audits
- Gain control of your IT estate with repeatable, automated best practice software asset management processes
- Achieve a higher level of service delivery and operational efficiency with financial control

Flexera and Apptio enable you to determine the true cost of your IT services and assets, including software licenses, maintenance and subscriptions, to drive more informed business decisions.

Gain full transparency into your enterprise IT spend

The rich software asset data from FlexNet Manager Suite for Enterprises combined with Apptio Cost Transparency gives you a full view into spending across your IT environment, diving deeply into software usage and cost. Having a consolidated view of all your assets, mapped to your general ledger, provides you the insights needed to drive better business decisions.

Flexera is the market leader in Software Asset Management (SAM) and License Optimization. Apptio helps IT leaders become strategic partners to the business by demonstrating value of IT investments. Together Flexera and Apptio directly link IT assets to executive level strategy and budget, to define fair and equitable service rate models for IT services.

Reduce ongoing software maintenance and licensing costs

FlexNet Manager Suite is an excellent source of accurate data for software licenses, maintenance and subscriptions. Flexera provides deep knowledge on Microsoft, Oracle, IBM, SAP, Adobe, VMware, and Symantec software entitlements and licensing (*product use rights, license models, points tables, etc.*).

Manage all types of applications and license models, reconcile the software license entitlements you have purchased with actual application installation and usage data. Enable your organizations to calculate an accurate license compliance position and streamline license management processes through automation.

Understand and automatically apply complex license entitlements (*product use rights, or product terms*) to reduce your license consumption and bring down software costs. Optimization also allows you to select the most appropriate user license types (*e.g. SAP Named User licenses*) to meet user needs at the lowest cost. Software reuse through automated license reclamation can further help you defer new license purchases and reduce spending.

Apptio and Flexera

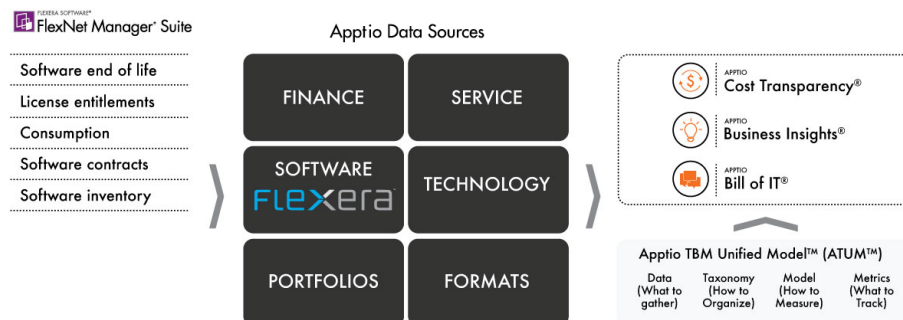


Figure 1: Full, detailed consumption transparency into IT asset spend across business segments

Be confident in where your IT investments are adding value

Gain full cost transparency across complex IT Environments with multiple data sources across multiple vendors and delivery models (*IaaS, PaaS, SaaS, Virtual*). By communicating the fully loaded cost of IT services you can provide transparency to your business, achieve visibility into IT cost allocations and accurately forecast demand for IT services.

Here are just a few of the use cases possible when using Flexera and Apptio together

Consumption transparency into infrastructure spend

- Drill-down into software and hardware assets from contracts and purchases
- Report on IT spend from actual deployments and consumption by cost-center, location, or BU

Define fair and equitable service rate models for IT services

- Calculate service rate unit cost from deployments
- Compare established service rate unit cost to actual unit cost calculated from deployment

Use inventory to determine current and future spend

- Use actual cost from deployments when calculating variable costs
- Report projected future spend on contracts and services using deployment trends

Identify spend associated with unused or end of life assets

- Identify contracts with deployments that are un- or under-used
- Identify and measure percentage of spend related to assets past or approaching end of life

About Apptio

Apptio transforms the way IT runs its business and makes decisions. With our cloud-based applications, IT leaders manage, plan and optimize their technology investments across on-premises and cloud. With Apptio, IT leaders become strategic partners to the business by demonstrating value of IT investments, accelerating innovation and shifting their technology investments from running the business to digital innovation. For more information, please go to: www.apptio.com

About Flexera

Flexera is reimagining the way software is bought, sold, managed and secured. We view the software industry as a supply chain, and make the business of buying and selling software more transparent, secure, and effective. Our Monetization and Security solutions help software sellers transform their business models, grow recurring revenues and minimize open source risk. Our Vulnerability and Software Asset Management (SAM) solutions strip waste and unpredictability out of buying applications, helping companies purchase only the software and cloud services they need, manage what they have, and reduce license compliance and security risk. In business for 30+ years, our 1000+ employees are passionate about helping our 80,000+ customers generate millions in ROI every year. Visit us at www.flexera.com.



Flexera
(Global Headquarters):
+1 800-809-5659

United Kingdom (Europe,
Middle East Headquarters):
+44 870-871-1111
+44 870-873-6300

Australia (Asia,
Pacific Headquarters):
+61 3-9895-2000

For more office locations visit:
www.flexera.com