



TOM CANNING
SVP EMEA

flexera

Inform IT. Transform IT.™



“EVERY
BUSINESS
IS A
TECHNOLOGY
BUSINESS”

WSJ

And the
RISK
of obsolescence
IS
REAL

“IDC predicts that, by 2020, 30% of G2000 companies will have allocated capital budget equal to at least 10% of revenue to fuel their digital strategies.”

SHAWN FITGERALD, IDC

New technologies further increase complexity

New approaches are required to manage and optimize hybrid IT

AND IT'S GETTING WORSE

Datacenters, Desktops & Devices

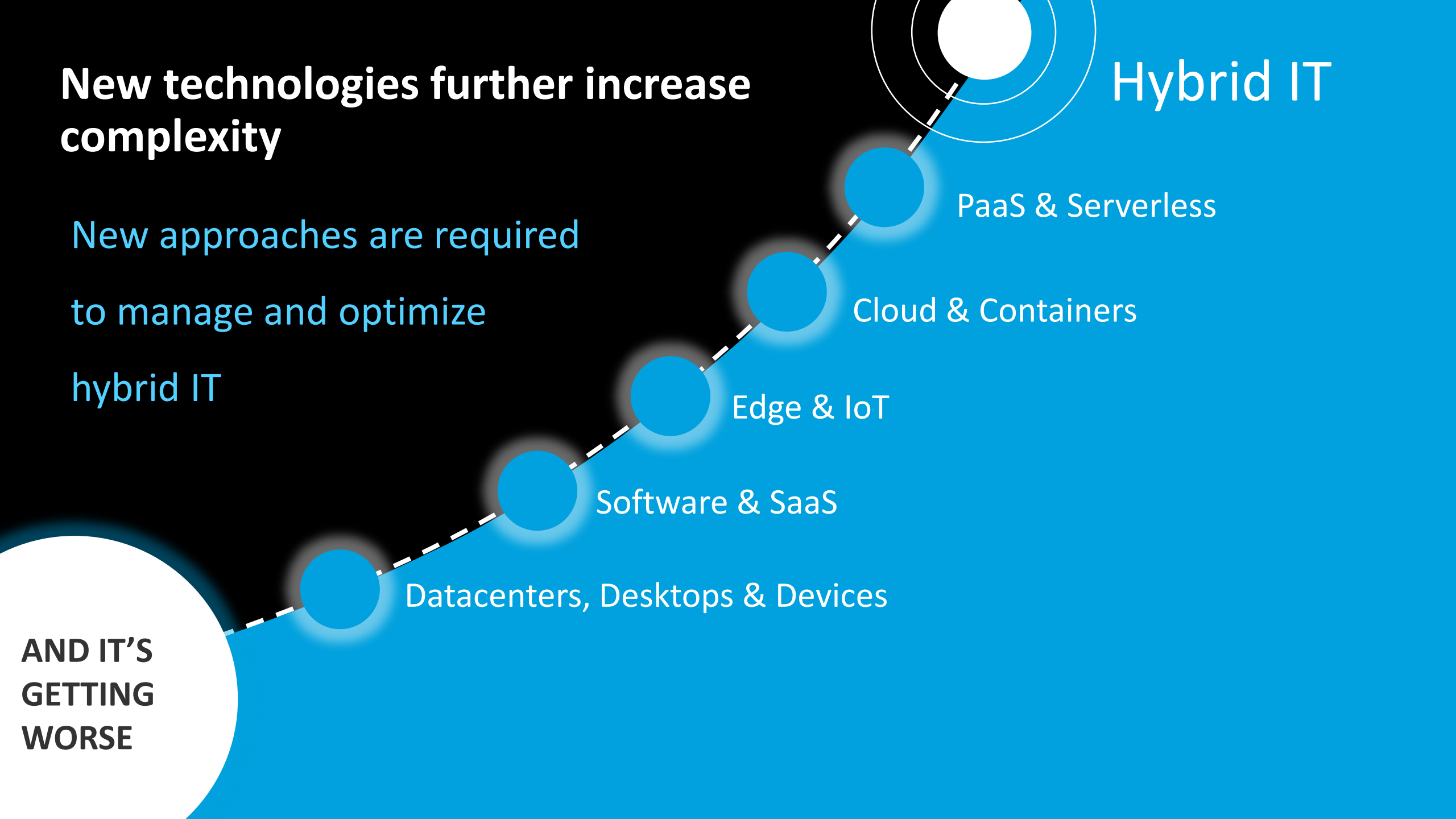
Software & SaaS

Edge & IoT

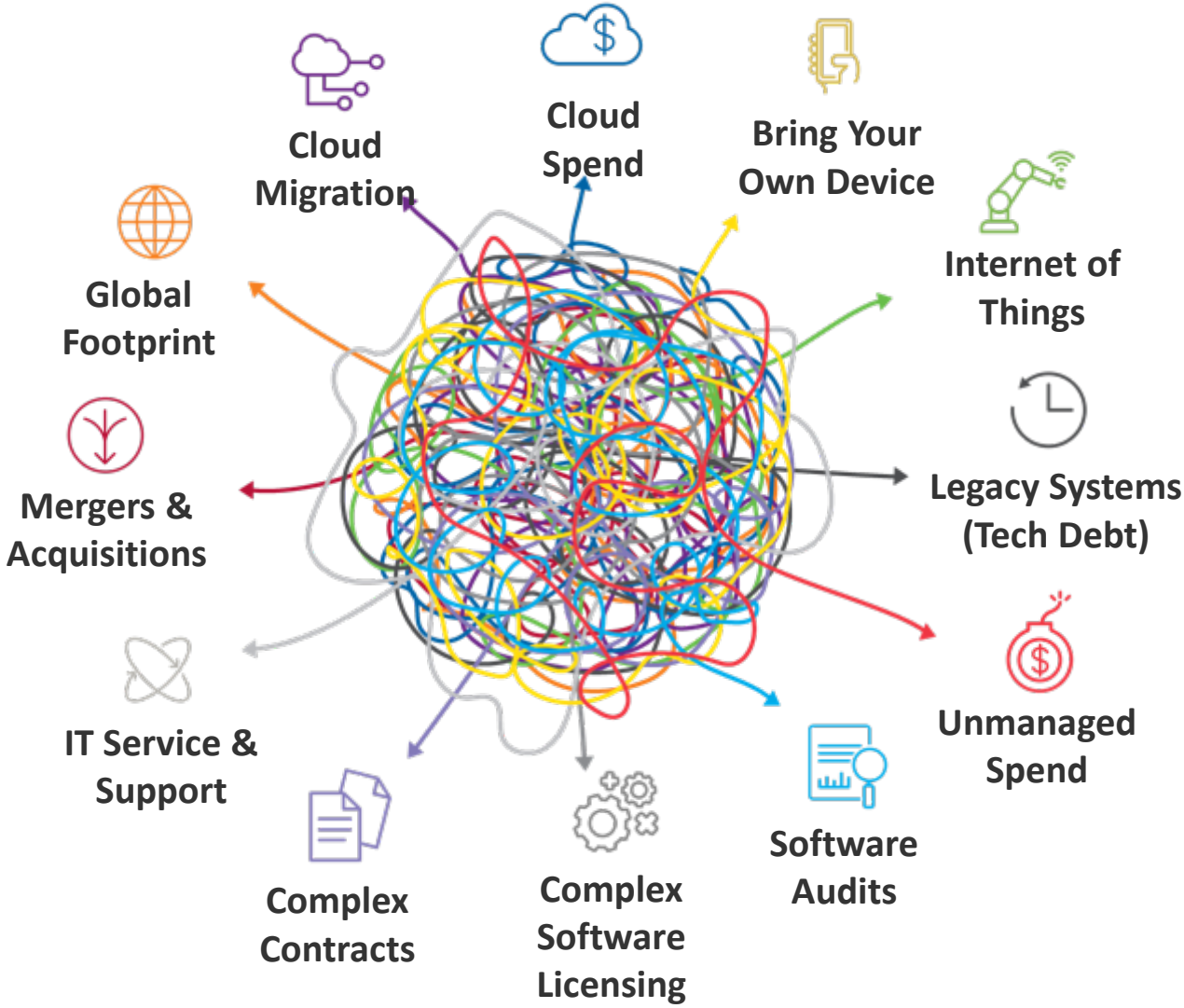
Cloud & Containers

PaaS & Serverless

Hybrid IT



The IT tangle can be all consuming



It's a Balancing Act

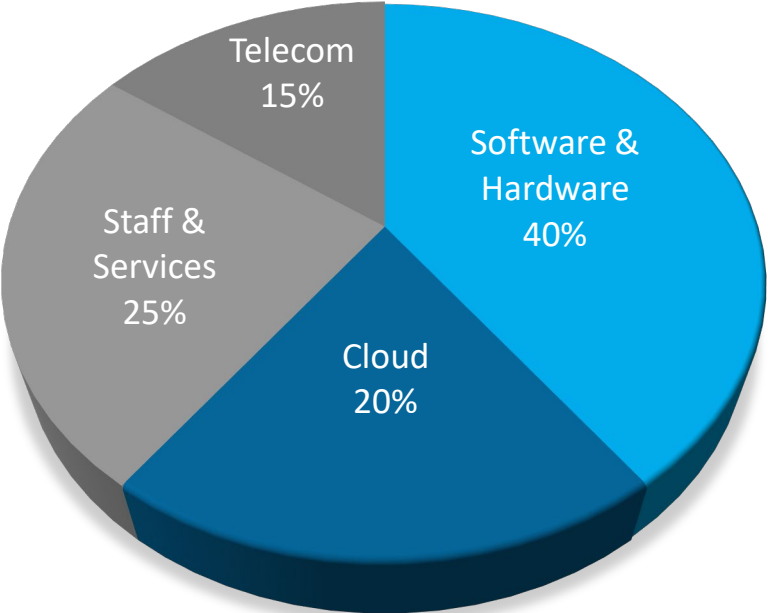


SUSTAIN EXISTING
OPERATIONS

COMPETE THROUGH
INNOVATION

Where is IT spend going?

Managed IT



Shadow IT

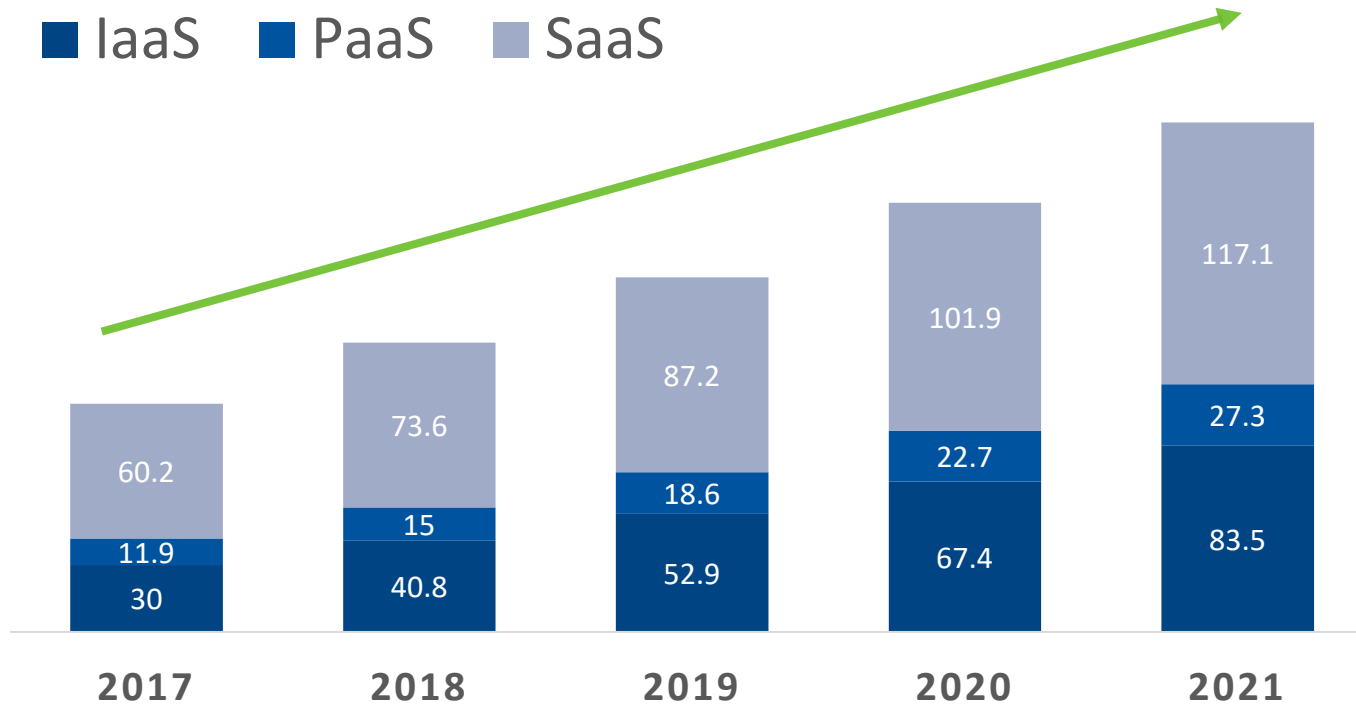


Source: Gartner

Cloud spend is rising

CLOUD CATEGORY SPEND

■ IaaS ■ PaaS ■ SaaS



Cloud spend growing
20% per year



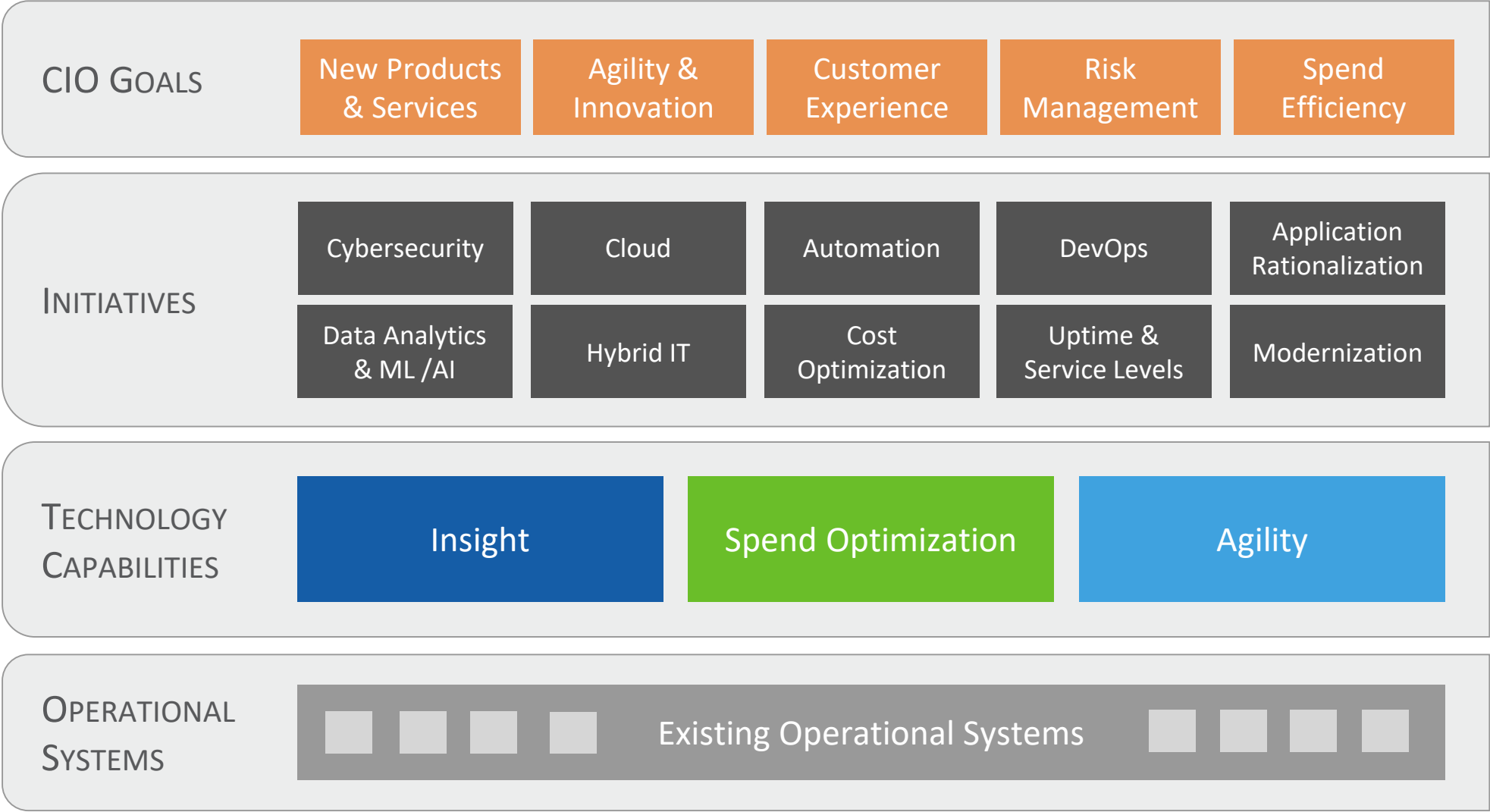
IT spend growing
3% per year

Cloud spend
growing at a rate of
7X of IT spend



**Managing the IT tangle of today
can starve investment in
innovation for tomorrow.**

Success of your key initiatives requires new capabilities



Flexera helps you **optimize your full IT landscape** so that you can fully realize technology's power to accelerate your business.

THREE BUSINESS OUTCOMES

Focus is dealing with complex and changing scenarios across Hardware, Desktop, Data Centre, SaaS, public and private Cloud

**TECHNOLOGY SPEND
OPTIMIZATION**

**TECHNOLOGY
AGILITY**

**TECHNOLOGY
INSIGHTS**

Focus is to be the most accurate and complete data platform for all technology

Focus is defining the most flexible and powerful policies and taking action across the broadest set of technology

ON-PREMISE & CLOUD

**Actionable
foresight into
the technology
'black hole'**



**Say yes
to the flexibility
and agility needed
while staying
in control**

INSIGHT & ACTION

**Illuminate
your technology
ecosystem**



**Gain control
and drive
results**

TECHNOLOGY & SPEND

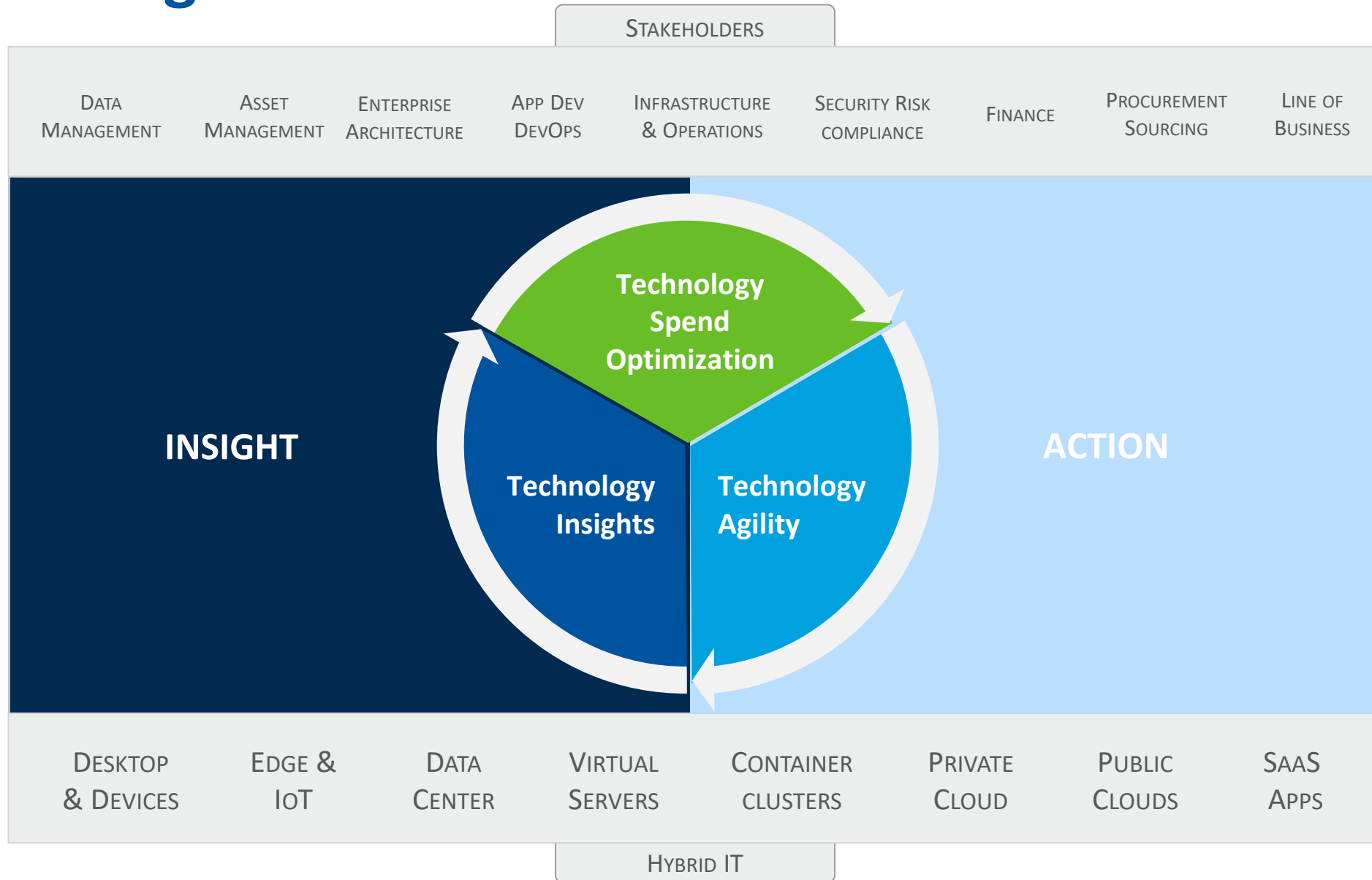


OPTIMIZE SPEND
across all technology

HAVE CLARITY
on your
technology
landscape

TAKE ACTION
to stay in
control

Connecting the dots



FLEXera™

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THANK YOU