

BUDGETING IN TURBULENT TIMES:

A guide to cost optimization

This guide will examine where most of your IT budget is allocated and how that came to be. It also will offer some suggestions to set yourself on the path to cost optimization.



Where is your budget focused?

Organizations are stuck spending 90% of their IT budgets on maintaining existing software.

Worldwide IT spending to reach \$4.5 trillion



How did we get here?

Software maintenance

10 years ago

70-80%
of IT budget



Now

90%
of IT budget

Megavendor policies and support models are strangling IT budgets



Three strategies to jumpstart cost optimization

1 Optimizing licensing

With software license optimization, businesses can save as much as 30% on software licenses

2 Lift and shift to the cloud

Moving to the cloud brings an annual cost savings of around 30%

3 Third-party software maintenance

Using third-party support can save companies up to 50% on maintenance

By shifting people, time, and resources, your company can experience one or more of the following benefits.



25% to 50%

cost reduction and process improvements



2.5 x

employee productivity



40 x

speed to product or service launch



10% to 50%

customer satisfaction improvement



5% to 10%

sales increase

Origina

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