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?

Organizataions 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

Now

70-80% of IT budget



90% of IT budget

Megavendor policies and support models are strangling IT budgets



Three strategies to jumpstart cost optimization

Optimizing licensing

Lift and shift to the cloud

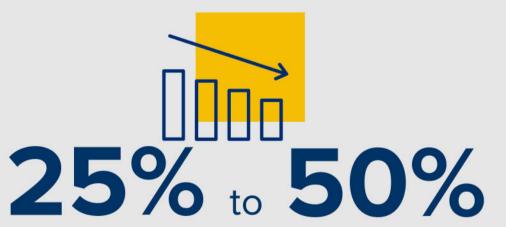
Third-party software maintenance

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

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

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.



cost reduction and process

improvements

0% 2.5

2.5 x employee

productivity



40x

speed to product or service launch



10% to 50%

customer satisfaction improvement



5% to 10%

sales increase



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