

January 26, 2021

Identify Redundant Purchasing to Reduce Spend.

Hi InCighter,

The proliferation of SaaS applications makes it easy for multiple departments in your organization to implement the same or similar products without the benefit of leveraging spend across the enterprise.

How CIO InCight[®] is leveraged to identify specific software product spend trends and cost reduction opportunities.

Software costs, especially SaaS, can grow at an extraordinary rate as companies invest in new technologies that can be easily implemented. Business Intelligence (BI) tools are a textbook example. Strategic sourcing opportunities are wasted by IT, Finance and Procurement organizations not having a centralized view of spend at the product level and by the Cost Center/ Department making the purchase. Pre – CXO Nexus our client spent hours creating manual, point in time reporting but found their financial systems not able to deliver the needed visibility due to data quality and lack of intelligence to classify and categorize the spend, especially when purchased via resellers.

CIO InCight provides companies the ability to identify at the product level the aggregated spend by either supplier or manufacturer by querying their AI & ML based Augmented Data. Even if purchased through a reseller or outside of the technology organization.

Below is the purchasing of BI Software Publisher Tableau, by department and product, derived from querying the Augmented Data created by the CIO InCight AI & ML engine. Tableau has a diverse product portfolio, is often sold indirect through a partner and is easily implemented and purchased by the line of business. Financial reporting, from in place procurement systems, is not able to provide this type of visibility – that is why clients make CIO InCight their go to source for vendor spend.

Tableau Spend by Department & Product

manufacturer_parent_name	2018	2019	2020	Total
Salesforce	119,949	239,452	419,296	778,697
Tableau	119,949	239,452	419,296	778,697
Supplier Diversity			4,135	4,135
Desktop - Professional User - Lic			4,135	4,135
Global Licensing Finance		7,475		7,475
Desktop - Professional User		7,475		7,475
Branch Ops Data Analytics		7,012	7,843	14,855
Desktop - Professional User		7,012	7,843	14,855
Strategic Sourcing		8,142	12,352	20,494
Desktop - Professional User		8,142	12,352	20,494
Procurement Operations		13,080	21,546	34,626
Tableau Desktop Online		13,080	21,546	34,626
Branch Marketing		13,762	25,870	39,632
Desktop - Professional User Lic		13,762	25,870	39,632
Application Dev Test	17,496	17,459	26,934	61,889
Tableau Desktop Pro Maint	4,442			4,442
Tableau Desktop Pro	13,054			13,054
Tableau Desktop Online & Supp		17,459	26,934	44,393
Media Services			89,381	89,381
Quote: Viewer		29,140		29,140
Quote: Creator		29,690		29,690
Quote: Explorer		30,551		30,551
O&T Data Mgmt	102,453	172,522	231,235	506,210
Elite/Premium Support		45,856	56,354	102,210
Tableau Server & license seats	48,987	59,793	73,645	182,425
Server - Web Client Interactor	53,466	66,873	101,236	221,575
Total	119,949	239,452	419,296	778,697

Tableau % Tech Spend by Supplier

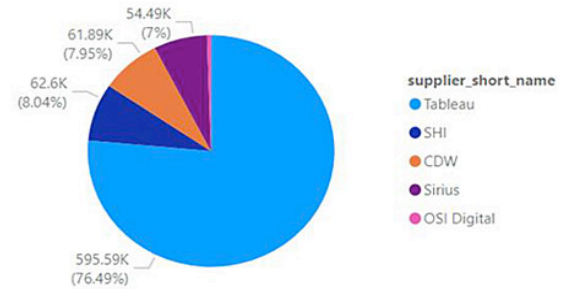
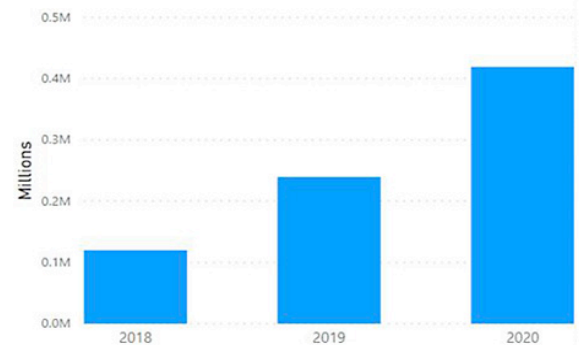


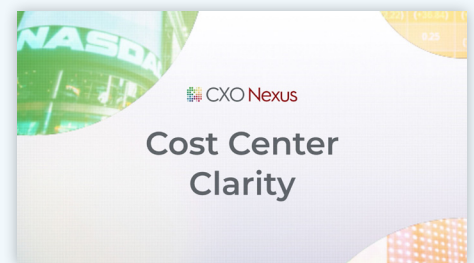
Tableau Annual Spend



The client has undertaken a program to reduce BI Spend, esp Tableau, by consolidating its purchasing. CIO InCight provides the centralized view of spend that Procurement, IT and the Lines of Business now work off of, thereby eliminating redundant purchasing that had historically been done in silos. Worth noting the review has been expanded to identify similar BI tools purchased like Qlik and Power BI to eliminate vendors with overlapping functionality.

Use Case:

In this clip, NASDAQ discusses how the “Cost Center Clarity” enabled by CIO InCight aids in identifying redundant vendors.



[View more Nasdaq Use Cases](#)

Have questions?

We can help you in researching specific vendor spend. Send an e-mail to support to request assistance from a Customer Success representative .

Your feedback is welcome on the InCight Insider at support@cxonexus.com.

Visit CIO InCight at: <https://app.cxonexus.com/#/signin>.

If you have issues signing in contact us at support@cxonexus.com.



Leif Easterson
Global Head Customer Success
LEasterson@cxonexus.com

 **CXO Nexus**
Spend InCights® Revealed

CXO Nexus LLC, 115 E 23rd Street 3rd floor – 1590, New York City, NY 10010, US, 833-CXO-Data