

InCight INSIDER

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Identify Redundant Purchasing to Reduce Spend.

Fellow InCighter,

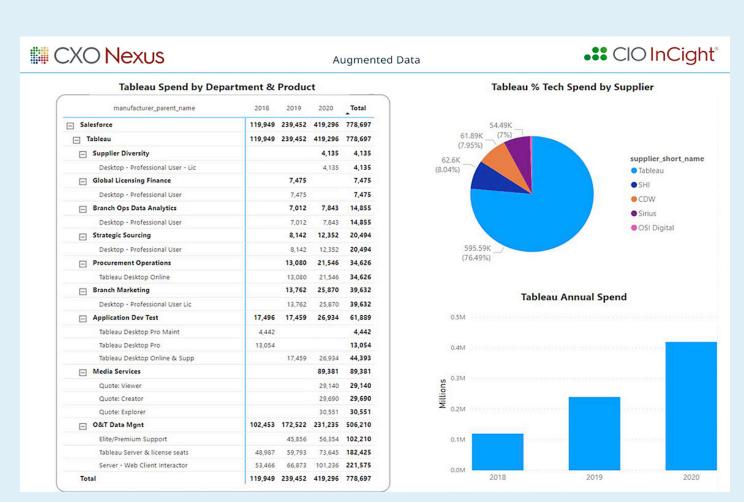
The proliferation of SaaS applications makes it easy for multiple departments in your organization to implement the same or similar products without the benefit of leveraging spend across the enterprise.

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 Al & 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.



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.



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.

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Transforming Data to InCight®