

Fellow InCighters,

This month we feature how a client leverages their TruSpend® (direct + purchasing via resellers) on core IT Infrastructure to reduce both their Carbon footprint and spend.

With CIO InCight™ the use of AI and Machine Learning automates the cleansing and categorization of Vendor Spend. A good use case that shows how the out-of-the-box functionality was leveraged to deliver on the company’s ESG mandate – while at the same time improving the P&L.

The Category views highlighted from InCight Analyzer details OEM, Software Publisher and Service Provider spend on Compute, Storage and Data Center. It represented a significant spend not only with the vendors but also the power & cooling needed to support this footprint.

InCight Analyzer - Category TruSpend Report

TBM Category	2019	2020	2021	Total
[-] Compute	36,712,003	28,940,546	24,328,374	89,980,923
[+] Amazon (Cloud)	5,545,832	8,489,626	13,545,832	27,581,290
[+] Lenovo	13,108,647	7,937,822	2,675,682	23,722,151
[-] Dell Technologies	12,853,235	6,604,308	1,557,097	21,014,640
[+] CDW	5,552,620	4,207,494	569,672	10,329,786
[+] SHI	3,895,375	916,924	458,462	5,270,761
[+] CDI	2,552,620	835,962	367,981	3,756,563
[+] Dell EMC	852,620	643,928	160,982	1,657,530
[+] Microsoft Azure (Cloud)	1,168,936	2,126,798	3,364,978	6,660,712
[+] Nutanix (Cloud)	1,062,865	1,660,528	2,408,461	5,131,854
[+] HPE	2,185,537	1,578,572	528,973	4,293,082
[+] IBM	786,951	542,892	247,351	1,577,194
[-] Data Center	34,792,805	29,736,982	17,237,282	81,767,069
[+] Equinix	27,671,628	23,359,497	12,629,903	63,661,028
[+] Digiplex (Cloud)	2,486,278	2,856,725	3,176,937	8,519,940
[+] Equinix Metered Power	2,767,163	2,335,950	1,262,990	6,366,103
[+] TierPoint	960,592	653,896	0	1,614,488
[+] Global Switch Holdings	480,815	345,286	167,452	993,553
[+] Uniper Energy	426,329	185,628	0	611,957
[-] Storage	21,952,739	14,163,572	10,360,737	46,477,048
[+] Amazon (Cloud)	989,532	5,798,472	6,378,921	13,166,925
[+] Hitachi Vantara	5,169,801	3,812,682	2,437,423	11,419,906
[+] Dell Technologies	3,541,419	1,885,142	1,024,626	6,451,187
[+] IBM	3,235,664	1,468,610	519,767	5,224,041
[+] NetApp	3,497,011	57,240	0	3,554,251
[+] Cohesity	2,487,628	887,628	0	3,375,256
[+] Pure Storage	3,031,684	253,798	0	3,285,482
Total	93,457,547	72,841,100	51,926,393	218,225,040

(note due to space constraints not all OEMs, Software Publishers and Service Providers for each Category are displayed and only one drill down on the Reseller Purchasing is detailed (Dell for Compute Spend).

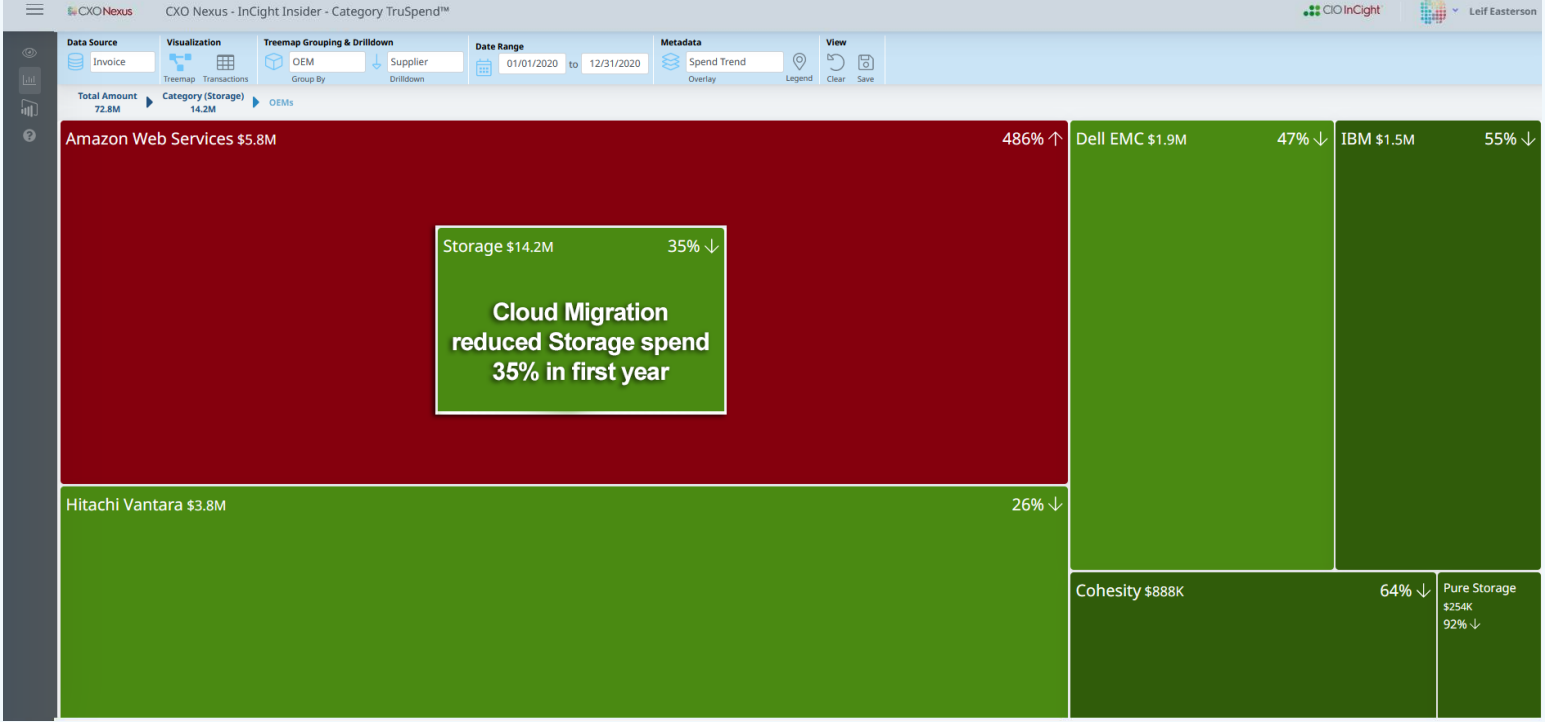
From the CFO of IT:

“We knew Infrastructure spend was high but never had a good view into it because of the volume of purchasing, buying the bulk of our Servers and Storage via resellers and inability to categorize the spend. The visibility CIO InCight provides changed all that in a matter of days. In 2019 the company made a big commitment to reduce our Carbon Footprint. We knew the Data Center and Infrastructure was where we could make a significant reduction. With InCight clearly delineating the Category, OEM and Service Provider spend, we created a consolidation strategy that included the use of the public cloud for IaaS.”

From the CIO:

“The intuitive visibility that InCight Visualizer provides became a very powerful analytical tool to share with executive leadership to depict the positive impact IT was having on the corporate goal of reducing our carbon footprint. It was an added benefit to showcase how we also reduced our expense structure.”

InCight Visualizer – Storage Category OEM View



In this abstracted view of InCight Visualizer green denotes the decrease in year 2 spend for the on prem Storage vendors vs. year 1. We see a 35% decrease in Storage Category spend. The same views are available for Compute (21% decrease) and Data Center (15% decrease).

From the SVP of IT Infrastructure & Operations:

“InCight seamlessly tracks the expense reduction and vendor consolidation we deliver on. Stakeholders across the organization leverage InCight’s treasure trove of data and appreciate the ease of use.”

Use Case:

Hear Nasdaq discuss how CIO InCight Automates the Categorization of Vendor Spend.



View more Nasdaq Use Cases

Have questions?

If you’re a potential client and have any questions on this use case, please reach out to me.
If you’re an existing client and have any questions on this use case or the use of your Augmented Data as the source for other work streams, please contact Customer Success.
Your feedback is welcome on the InCight Insider at support@cxonexus.com.

Best,
Leif



Leif Easterson
Global Head Customer Success
LEasterson@cxonexus.com



Transforming Data to InCight®