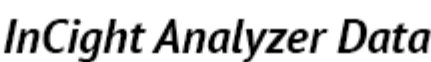Fellow InCighters,

Business led technology implementations pose significant security and operational risks. All types and size of companies are challenged to ensure that technology purchases are processed through prescribed channels & processes. The use of IaaS, SaaS, Converged Infrastructure along with an extremely tech savvy staff, enable the Lines of Business to independently deploy technology where the spend, workload criticality, and data sensitivity can be significant.

This month we feature an example of how IT, Finance and Procurement leadership identified a wide variety of IT spend by Business Unit (BU) in their SAP Concur T&E system by deploying **CIO InCight™**, the automated source of truth for all Technology Vendor Spend. The blue arrows point to BU's purchasing technology directly, not in collaboration with the IT organization. (Note we highlight 3 anonymized BU's below. T&E IT spend was happening in several others as well.)

CIO InCight® — *InCight Analyzer Data* — **CXO Nexus**

System | Business | Category | Description	2020	2021	2022	Total
SAP Concur T&E	1,384,157	2,198,910	120,159	3,703,226
B2B Branding	161,842	408,265	0	570,107
Compute	112,842	342,265	0	455,107
Microsoft Azure Cloud Renewal	112,842	342,265	0	455,107
Platform	49,000	66,000	0	115,000
Palantir Metropolis	49,000	66,000	0	115,000
B2B Marketing	262,498	459,799	24,810	747,107
Application	17,010	26,019	4,161	47,190
Adobe Acrobat Pro	17,010	26,019	4,161	47,190
Compute	233,488	415,780	16,649	665,917
Nutanix renewal support	24,163	36,615	0	60,778
Oracle PaaS Managed Services	209,325	379,165	16,649	605,139
Platform	12,000	18,000	4,000	34,000
Tableau Data Mgmt - Interactor	12,000	18,000	4,000	34,000
Consumer Sales	959,817	1,330,846	95,349	2,386,012
Compute	706,897	919,850	51,395	1,678,142
AWS cloud usage mgnt	323,932	425,108	0	749,040
Dell EMC VXRail500 E560 Hybrid	382,965	494,742	51,395	929,102
Platform	252,920	410,996	43,954	707,870
Snowflake Data Cloud	89,000	137,366	19,336	245,702
Splunk Cloud	163,920	273,630	24,618	462,168
Total	1,384,157	2,198,910	120,159	3,703,226

From the Senior Vice President of IT Finance:

"We knew there was tech purchased through T&E and were very surprised by the volume and transaction type that CIO InCight™ uncovered. We did not have the resources and cleansed, workable data available to identify what InCight delivers out of the box, in a matter of days. Being in a highly regulated industry it is critical for us to have checks and balances in place to ensure we are not exposed to the potential pitfalls of unmanaged, business led spend."

One of the keys to identifying the Tech spend in T&E for this client is InCight's core functionality that assigns a product purchased through a reseller to the OEM, Software Publisher or Service Provider aka the Vendor TruSpend™. Over 97% of the business led T&E spend, in the 3 BU's highlighted, was through resellers including the AWS Marketplace. Prior to the automation and intelligence of InCight manual, point in time, lengthy data reviews were tried that did not unmask the reseller spend.

CIO InCight® — *InCight Analyzer Data* — **CXO Nexus**

System | OEM | Supplier | Description	direct	reseller	Total
SAP Concur T&E	115,000	3,588,226	3,703,226
Dell Technologies		929,102	929,102
CDW		929,102	929,102
Dell EMC VXRail500 E560 Hybrid		929,102	929,102
Amazon		749,040	749,040
CDW		749,040	749,040
AWS cloud usage mgnt		749,040	749,040
Oracle Corporation		605,139	605,139
ePlus		605,139	605,139
Oracle PaaS Managed Services		605,139	605,139
Splunk		462,168	462,168
AWS Marketplace		462,168	462,168
Splunk Cloud		462,168	462,168
Microsoft		455,107	455,107
Insight		455,107	455,107
Microsoft Azure Cloud Renewal		455,107	455,107
Snowflake		245,702	245,702
AWS Marketplace		245,702	245,702
Snowflake Data Cloud		245,702	245,702
Palantir	115,000		115,000
Palantir Metropolis	115,000		115,000
Palantir Metropolis	115,000		115,000
Nutanix		60,778	60,778
ePlus		60,778	60,778
Nutanix renewal support		60,778	60,778
Adobe		47,190	47,190
ePlus		47,190	47,190
Adobe Acrobat Pro		47,190	47,190
Salesforce		34,000	34,000
ePlus		34,000	34,000
Tableau Data Mgmt - Interactor		34,000	34,000
Total	115,000	3,588,226	3,703,226

From Chief Procurement Officer:

"We had started a project team to discover the Technology being purchased through T&E but had limited success due to the volume of purchasing and data obfuscation. With InCight's intelligent automation the team can now act on the data to eliminate risk and reduce costs via leverage and consolidation of both vendors and suppliers. Case in point the BU led spend was comprised of redundant purchasing (Dell EMC, Splunk, Snow lake, Tableau, Adobe) that central IT makes. Via InCight we have the complete, real-time visibility into our vendor spend, how purchased (direct or indirect) and by Cost Center and Business Unit."

Use Case:

In this video clip, NASDAQ discusses how CIO InCight unmasked their reseller spend.

CXO Nexus — Solving the Reseller Challenge
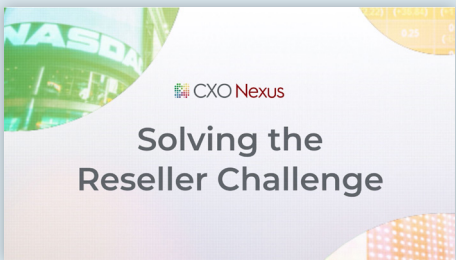
View more Nasdaq Use Cases

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 at customersuccess@cxonexus.com.

Best,
Leif

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CXO Nexus
Transforming Data to InCight®