

# Optimize & Re-Plan Offer

The disruption resulting from the novel coronavirus outbreak is unprecedented in our lifetime and is requiring nearly all organizations to meaningfully reevaluate their financial outlook for the year. A potentially dramatic reduction in revenues has prompted most CFOs to call for spending cuts across their organizations and, moreover, they need these cuts to happen quickly. 50% of organizations have already reduced IT budgets with the median cut being 25%. If these cuts are not managed carefully, they may result in significant harm to the long-term prospects for the organization.

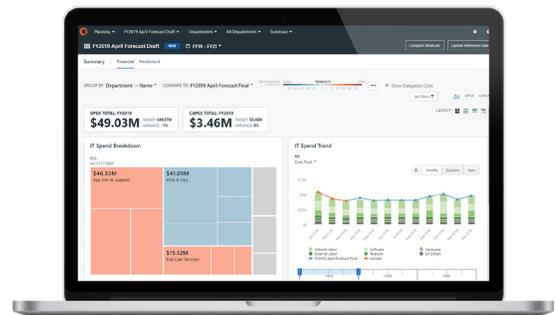
To help respond quickly and effectively to these challenges, Apptio has made available an offer for IT Financial Management Foundation to accelerate cost optimization and the process to update forecasted spend. This solution is designed to help an organization quickly identify optimal cost saving opportunities across core areas such as labor, vendors, and projects and then package them in an updated aggregate forecast.

**Customers can achieve these results in as little as 2-4 weeks leveraging a special six-month software subscription, including implementation and ongoing operation services.**

**Over a decade of experience  
 with more than 1,000 clients**



To expedite time to value, the delivery process will require only minimal data sets and will focus on the fundamental visualizations and reports needed to identify cost savings and create the new forecast. The project will be delivered across three 2-week sprints.



## Outcomes that can drive quick cost savings

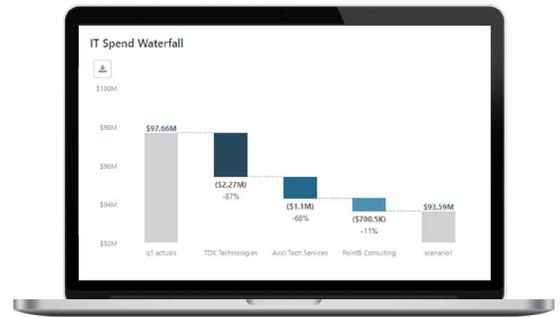
	Outcomes Enabled	Delivery Iteration	Data Required
Financials	<ul style="list-style-type: none"> <li>Tag spend as “addressable” vs. “non-addressable” for potential cuts</li> <li>Freeze or reduce discretionary spending</li> <li>Freeze or reduce travel and similar spending e.g. T&amp;E</li> <li>Enable scenario planning to evaluate options</li> <li>Reforecast and track actual execution to plan</li> </ul>	First	<ul style="list-style-type: none"> <li>Annual Budget</li> <li>General Ledger</li> <li>Chart of Accounts</li> <li>Department Hierarchy</li> </ul>
Labor	<ul style="list-style-type: none"> <li>Release temporary or contract staff</li> <li>Slow down or stop filling open headcount</li> <li>Use contractors temporarily vs. committing to bringing on new FTEs</li> </ul>	Second	<ul style="list-style-type: none"> <li>Internal Labor Data</li> <li>External Labor Data</li> <li>Vendor List</li> </ul>
Vendors	<ul style="list-style-type: none"> <li>Consolidate vendors providing similar services</li> <li>Identify and eliminate large vendor spend without contracts</li> <li>Cancel all nonessential maintenance or software updates</li> </ul>		
Project Investments	<ul style="list-style-type: none"> <li>Redeploy unused PO spend; slow PO burndown; eliminate spend without POs</li> <li>Reprioritize projects based on available resources and strategic priority</li> <li>Stop/postpone/freeze project spending</li> <li>Identify and shut down spend on closed projects</li> <li>Eliminate spend on projects without identified business purpose</li> </ul>	Third	<ul style="list-style-type: none"> <li>AP/PO Data</li> <li>Investment Project List</li> </ul>

Apptio will provide ongoing administration of these implementations through their Turnkey Admin Services (TAS) which includes month-end data uploads and monthly hours for continuous enrichment activities.

Apptio is offering this solution as a special six-month subscription with a transition to a normal 3-year contract with continued TAS services at the end of the term.

This solution was explicitly designed to focus on time to value. The required datasets are minimal, and the deployment time is consolidated to address both the fundamentals of analysis and planning and help you make decisions faster.

This is at the heart of how Apptio has always helped organizations accelerate business decisions ... only faster.<sup>2</sup>



Apptio fuels digital business transformation. Technology leaders use Apptio's machine learning to analyze and plan their technology spend so they can invest in products that increase the speed of business and deliver innovation. By translating raw costs, utilization, and billing data into business-centric views, IT leaders shift spending from maintenance to growth.

For more information, please visit [Apptio.com](https://www.apptio.com).

<sup>1</sup> Source: Bain & Company -COVID-19 Implications: Early Perspective from IT decision makers in North America, March 2020

<sup>2</sup> The estimated results and savings above are estimates only based on information compiled by Apptio, Inc. Apptio does not guarantee that your organization will achieve these or similar results. That said, we are sincerely excited to explore things further with you and would welcome the opportunity to partner with you on this.