

Apptio Vendor Insights

Manage your vendor spend, mix and performance

IT Vendor Performance and Spend

The IT vendor landscape is becoming increasingly fragmented as IT organizations shift spending to cloud-based providers at the expense of traditional vendors and outsourcers. In this new normal, existing vendor management and procurement structures are no longer adequate. I&O organizations must be equipped to enable a continuous sourcing and vendor management model. To do this, IT needs to have accurate visibility into vendor spending, SLA performance, and contract terms to manage the vendor portfolio.

Additionally, vendor financial data, contracts and vendor performance detail are owned by disparate groups, limiting the ability of IT to manage the vendor portfolio end to end. The lack of a centralized view leads to greater risk and inefficiencies: redundant or overlapping vendors, unexpected overruns in spend, surprise contract renewals and vendor decisions that are not data driven.

Apptio Vendor Insights provides IT leaders with a single location for all vendor spend and contract detail. With Vendor Insights, IT leaders are able to minimize risk while optimizing vendor relationships and costs throughout the vendor lifecycle.

Gain Actionable Vendor Insights with Apptio

Apptio Vendor Insights provides analytics and decision support for each step in the vendor management lifecycle.

Analyze and manage your IT vendor portfolio mix and spend:

- Manage IT vendor portfolio spend by cost categories
- Identify unexpected variances and opportunities to shift spend
- Consolidate or rebalance vendors for volume discounts
- Bring non-managed spend under control

Analyze and manage the terms and details of your IT vendor contracts:

- Ensure vendors are meeting performance SLAs
- Strengthen vendor negotiations
- Avoid unwanted auto-renewals
- Consolidate application contracts
- Manage resource unit variances based on ARC/RRC terms
- Re-negotiate optimal pricing based on resource utilization and ARC/RRC terms

Analyze your PO invoicing against committed spend and manage risk:

- Drive accountability of spend by PO owner
- Avoid overspend and underspend surprises
- Ensure contracted spend commitments are met

By 2020, more than 30 percent of IT vendors will not exist as we know them today.¹

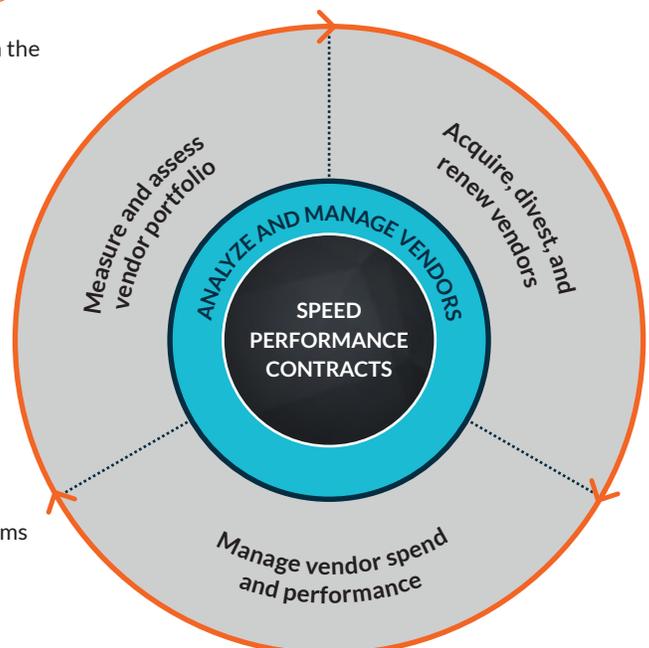


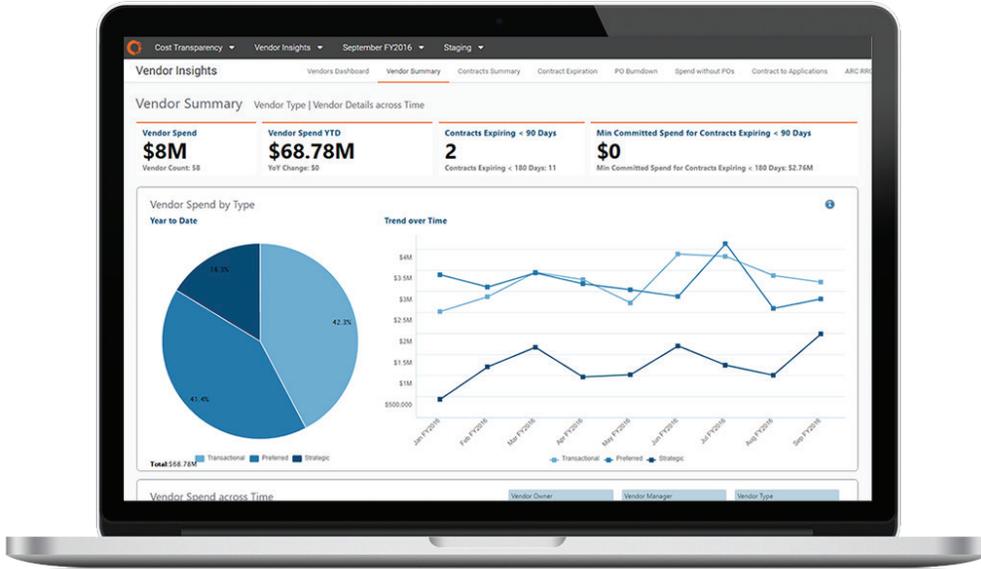
The vendor management function today is being asked to oversee a host of new IT services, wrangle niche and nascent suppliers, and meet increasing performance expectations, with little increase – or worse, a decline – in funding.²



¹ IDC FutureScape: Worldwide IT Industry 2016 Predictions – Leading Digital Transformation to Scale

² CIO.com: Should You Outsource Vendor Management?





Show vendor spending trends by vendor type

Key Benefits

- Gain end-to-end visibility into your vendor spending trends over time by vendor type
- Negotiate better contract terms by consolidating redundant contracts and shifting spend to preferred vendors
- Proactively manage vendor contracts to stay ahead of expirations and avoid unwanted automatic renewals
- Monitor invoice trends and burn rates to identify unexpected variances

Vendors by Function

Apptio Vendor Insights provides an integrated view of your vendor portfolio across these key functional categories:

Managed Services



Hardware/Software



Cloud



A full list of functions include: Consulting, Hardware, IaaS/PaaS, Leasing, Managed Service Provider, SaaS, Service Provider, Software, Staff Augmentation

Example Metrics

Vendor Insights

- Contract-Level Details: Non-cost contract data including expirations, renewals, criticality, ARC/RRC terms, and contracts related to applications
- Accounts Payable View: Invoiced-based costs, trending, and variance analysis
- Purchase Order Details: PO burndown of projected vs. open amounts by vendor and "spend without PO" analysis

Apptio is the leading provider of cloud-based Technology Business Management (TBM) software that helps CIOs manage the business of IT. For more information, visit the Apptio website or the Apptio blog at www.apptio.com.