

# Immediate savings in the crisis!

Direct savings in IT costs by eliminating inactive licenses

The COVID-19 outbreak has forced many companies to completely change the way they work from one day to the other. That means, for example:

- Moving workplaces to the home office
- Productivity must be maintained in the best possible way
- Higher cost burden due to additional fully managed workplaces
- Purchase of additional hardware and software

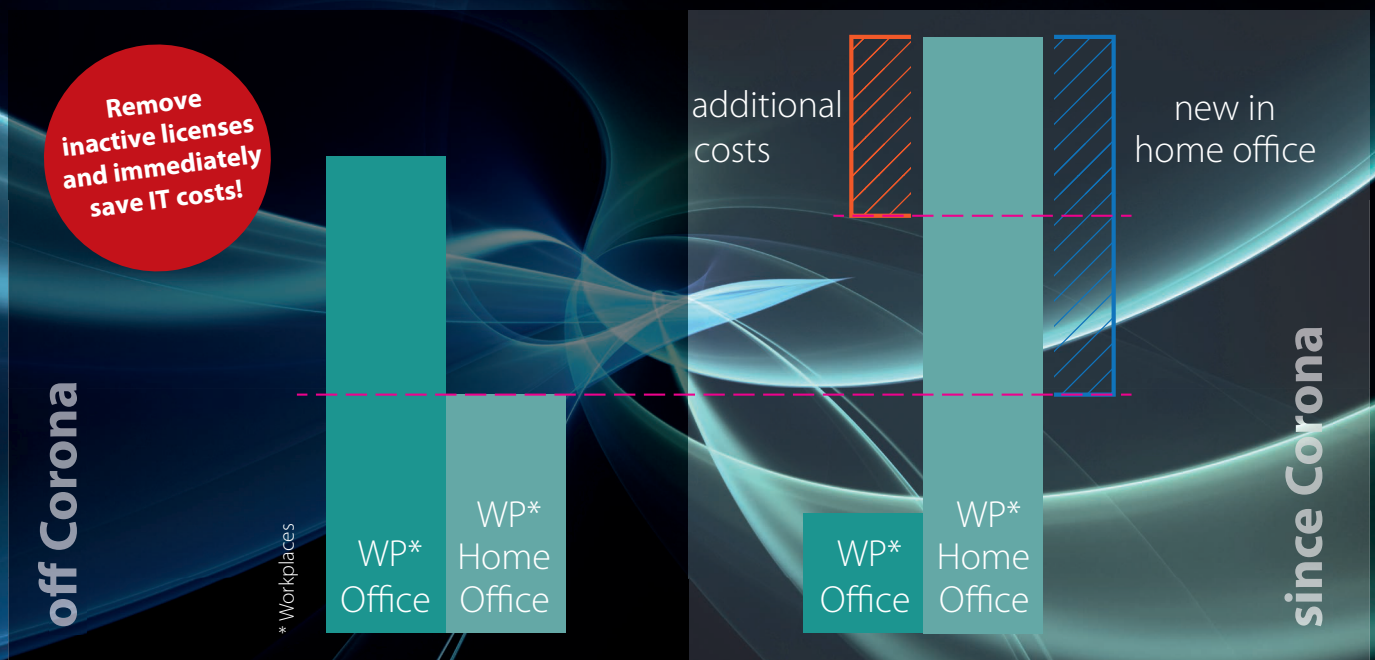
## So now is the moment:

Identify potential savings in order to prevent a decrease in orders or loss of production.

In this exceptional situation, it is a challenge to maintain the overview of all hardware and software assets. Extending the software portfolio with Software as a Service (SaaS) licenses is quite easy and fast, which explains the current popularity among many employees – with SaaS, the workstation is immediately ready for use even in the home office.

SaaS applications are usually billed according to usage, which

often involves paying a fixed fee per user for a certain time period (month or year). Among the extensive benefits that SaaS licenses provide, scalability is an added value for all companies. At the same time, there is a cost trap, as the necessary information for a possible license optimization is often not or only insufficiently published by SaaS providers. Therefore, a significant cost reduction can be achieved by detecting unused or unnecessary licenses.



## Immediate overview of potential savings by deactivating unused software licenses

For applications such as Jira and Salesforce, which are part of everyday life in many companies, new accounts are regularly created for employees, increasing the number of licenses. Maintaining contacts in CRM, creating tickets in Jira – good reasons for new accounts can easily be found.

Quite often, these licenses stay in place and are forgotten, especially because employees change departments, leave the company, or change their areas of responsibility.

In many cases, the optimization of the licensing can be done easily, saving a large number of monthly or annual costs.

With RayVentory, Raynet's Enterprise Inventory Solution, companies receive a comprehensive overview of their hardware and software, including the visualization of a possible cost optimization, in the shortest possible time.

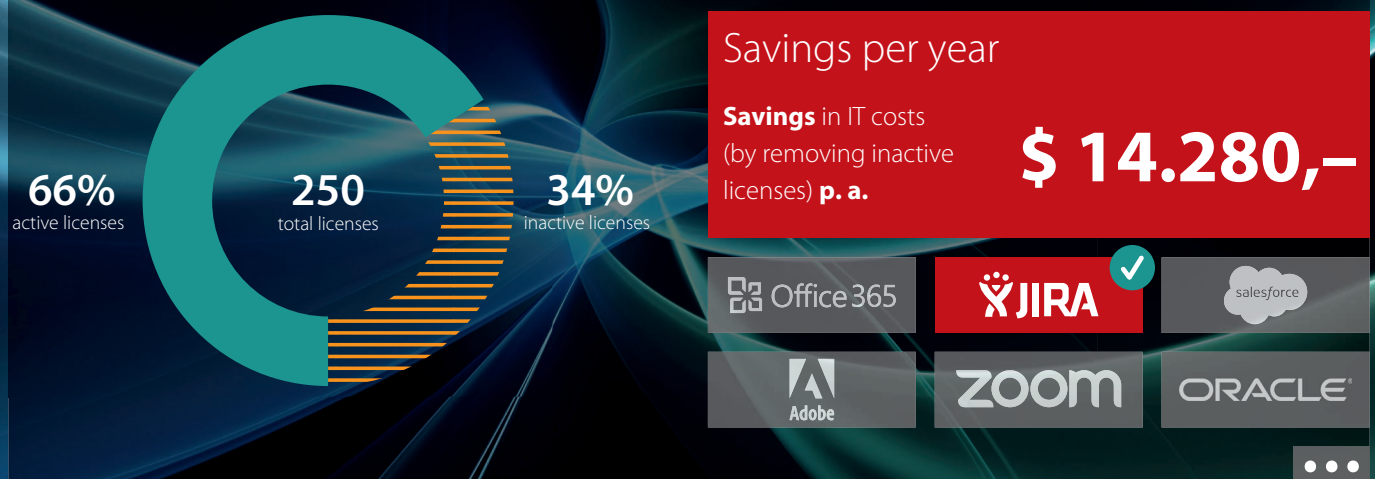
## Immediate identification of unnecessary software: a practical example

- **250 licenses** are booked for Jira, Premium Edition
- The list price is **\$14** per user and month
- **165 users** work **regularly** and **actively** with Jira
- **85 users** have **not worked** with Jira or have not worked with it **for a long time**

**current** in month \$ 3.500  
**effective** without inactive licenses: **-34 %** **\$ 2.310**

**current** in year \$ 42.000  
**effective** without inactive licenses: **-34 %** **\$ 27.720**

It should be considered that this example customer is not an enterprise customer and Jira is only one application among many others. The relevant information for the calculation of the license requirement is not provided by the manufacturer, but can be collected automatically by using RayVentory.



## Saving unnecessary costs without losing productivity

After a short briefing, companies can use the intuitive inventory solution RayVentory to take an inventory of their IT landscape on their own in no time at all. With a variety of connectors for SaaS applications, including Office 365, Adobe,

Oracle, SAP, Jira, Salesforce, Teamwork, DocuSign, Zoom, SurveyMonkey or Service Now, further concrete cost drivers are identified, which enable immediate optimization.