

Make Procurement More Strategic by Leveraging SaaS Management

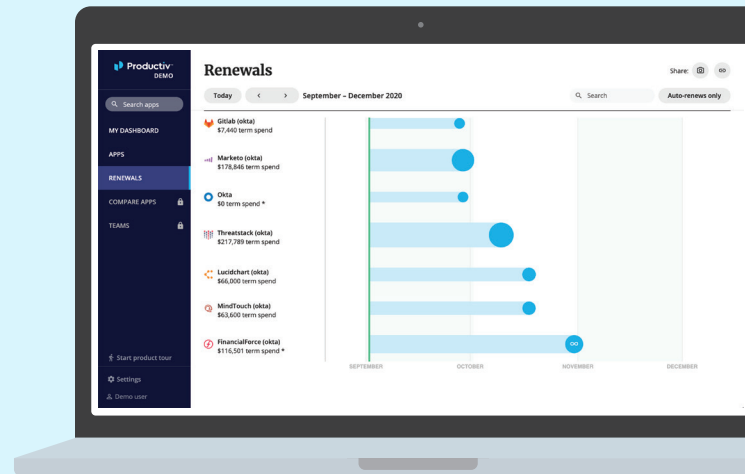
Productiv for Procurement

SaaS Purchasing is Changing

THEN	NOW
Direct Procurement by IT	Indirect Procurement across multiple businesses
Limited number of apps	Hundreds of SaaS applications

Challenge

How are you managing your SaaS costs and negotiations? 61% of companies have more than 100 SaaS apps, meaning 100 different contracts, 100 different points of contact, and multiple departments. Licenses can be optimized, and you can help manage overall SaaS spend that is thousands per employee. But with applications increasingly procured by lines of business, how can you get the data you need to effectively negotiate contracts and renewals? How can you reduce SaaS renewal costs? How can you strengthen your partnerships with IT and finance?



Productiv Can Help



Improve Partnership with IT

Prepare for renewals with real-time data and shared system of record with IT

- Renewal calendar and shared system with IT
- Real-time application data. No need for employee surveys or vendor data
- Deep insights by feature and by team



Unlock Productivity

Get data and insights to maximize SaaS value and standardization

- Compare usage across applications
- Identify areas of overlap with similar features
- Map out strategic value of applications across organization



Maximize SaaS Value for Your Company

Manage hundreds of SaaS renewals all in one platform

- Negotiate with vendors leveraging real-time data
- Industry benchmarks
- Improve forecasting and budgeting
- Recommended license tiers and savings



Productiv has enabled us to manage our SaaS portfolio more strategically. We are not just responding at the point of renewal. Now we can continuously evaluate and optimize our SaaS portfolio.

Maria Centeno, Head of Procurement at Zuora

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