



Simplifying SaaS Management: **An Essential Checklist for IT Leaders**

EBOOK



Table of Contents

01	Introduction	02
02	What is SaaS Management?	03
03	Why are People Using SaaS Management?	04
	Statistics and Trends	
04	Common Problems a SaaS Management Platform Solves.....	05-06
	Lack of Visibility	
	Lack of Accountability	
	Hidden Savings Opportunities	
	Poor User Engagement	
	Uninformed Contract Renewals	
	Risk and Compliance	
	Expense Management	
	Benefits	
05	Evaluation Criteria for Needing a SaaS Management Platform	07
06	Steps to Get Started With SaaS Management	08

01 Introduction

In the rapidly evolving digital landscape, businesses are increasingly turning to Software as a Service (SaaS) solutions to optimize operations, reduce costs, and enhance efficiency. With the proliferation of SaaS applications, managing these services has become a crucial concern for business professionals responsible for efficiently implementing new technologies. This guide provides a comprehensive overview of SaaS management, its importance, and how businesses can evaluate the need for a SaaS management platform.



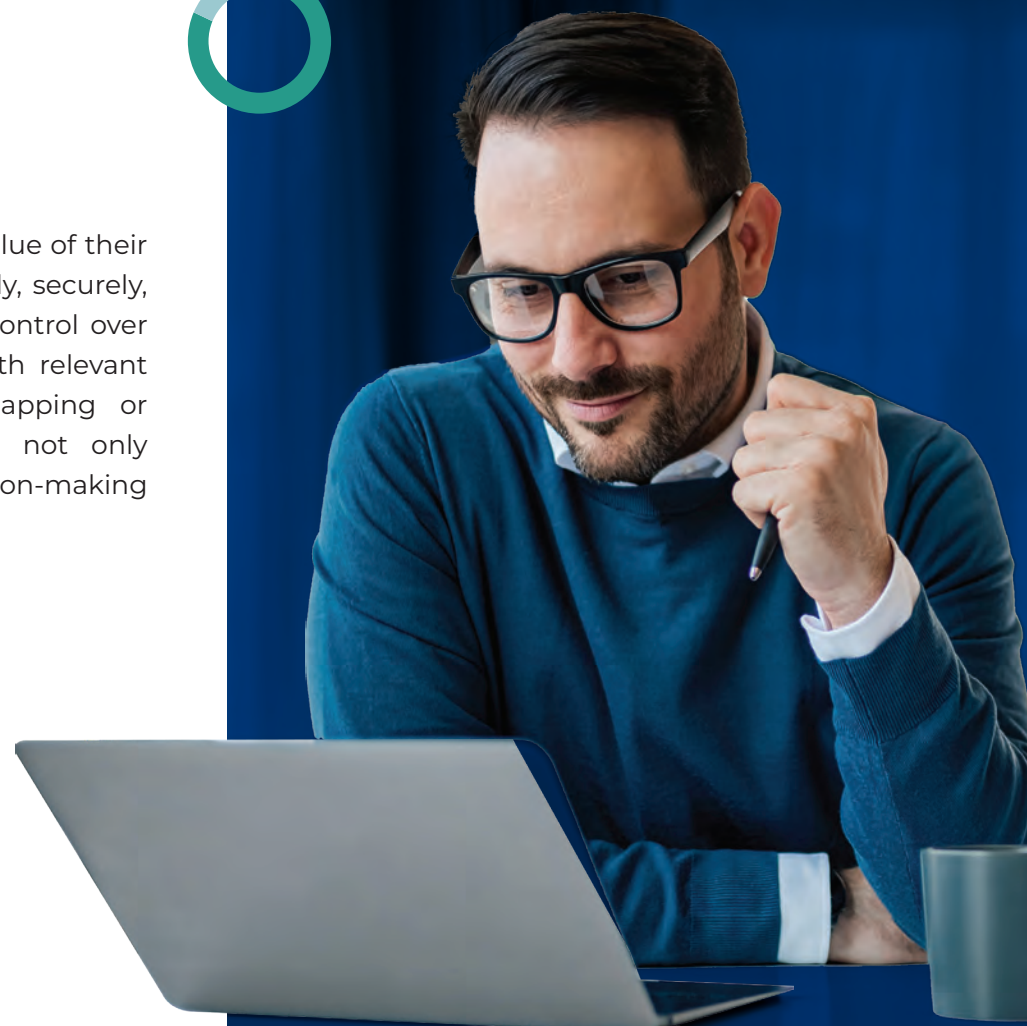
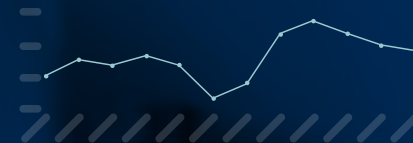
02 What is SaaS Management?

SaaS Management refers to a centralized governance of Software-as-a-Service (SaaS) applications within an organization. This comprehensive approach is essential in today's business environment, where SaaS solutions are increasingly prevalent and critical for operational efficiency.

Effective SaaS management involves several key components:

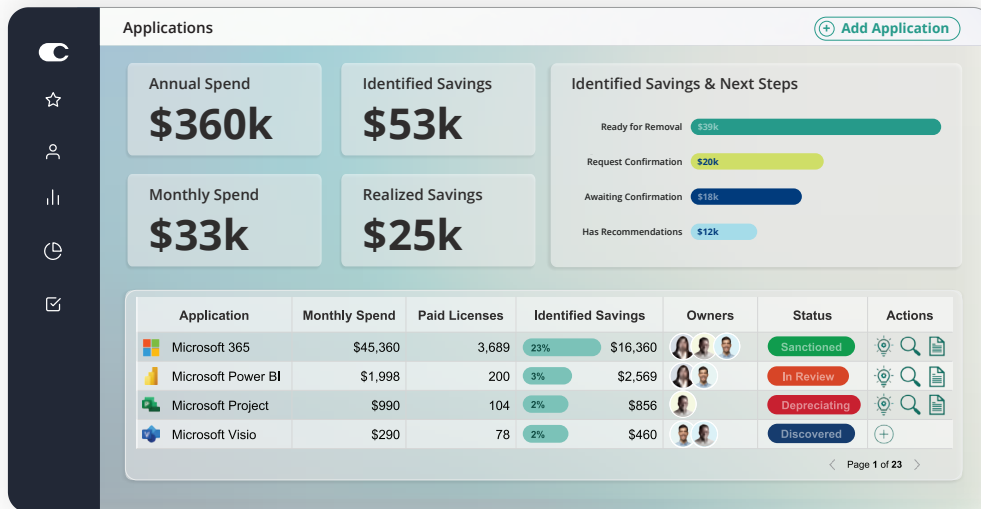
- Usage Monitoring
- Subscription Management
- Cost Analysis & Optimization
- Managing Risk & Compliance

Effective SaaS management allows businesses to maximize the value of their SaaS investments by ensuring that these tools are used efficiently, securely, and cost-effectively. It also helps mitigate risks by maintaining control over who has access to which applications, ensuring compliance with relevant regulations, and preventing unnecessary spending on overlapping or underutilized services. This centralized governance approach not only enhances operational efficiency but also supports strategic decision-making and long-term business success.



03 Why are People Using SaaS Management?

SaaS Management refers to a centralized governance of SaaS applications within an organization. It encompasses monitoring usage, managing subscriptions, optimizing costs, ensuring security compliance, and facilitating integration across various SaaS solutions. Effective SaaS management allows businesses to maximize the value of their SaaS investments while mitigating risks associated with unauthorized access, overlapping functionality, and spiraling costs.



Statistics and Trends*

▶▶ **125**
average apps per enterprise

▶▶ **80%**
of users are using apps not cleared by IT

▶▶ **\$1,040**
average annual SaaS spend per employee

▶▶ **19-40%**
SaaS spend wasted/not used

▶▶ Organizations are **5x** more likely to experience a cyber incident or data loss without centralized SaaS management

▶▶ As many as **25%** of provisional licenses are not regularly used by employees

*Statistics from Gartner, Amalgam Insights & Calero Customers

04 Common Problems a SaaS Management Platform Solves

Lack of Visibility ▶▶

Organizations often struggle with understanding exactly which SaaS applications are in use, by whom, and to what extent. This lack of visibility can result in spending more than is what is necessary. There are also security vulnerabilities and compliance risks that can result from a poor visibility of applications and licenses in an organization's SaaS environment. The Calero SaaS management platform creates a centralized inventory of all cloud software subscriptions, providing clear insights into the SaaS landscape within the organization. This visibility is crucial for making informed decisions about software procurement, usage, and optimization.

Lack of Accountability ▶▶

Without clear oversight, it's difficult to determine who within the organization is responsible for managing each SaaS application. A SaaS management platform can improve overall governance by assigning and tracking accountability for each application. This ensures that responsible parties are identified for managing subscriptions, user access, and security settings.

Hidden Savings Opportunities ▶▶

Identifying underutilized applications and licenses is an easy way to reduce spending and open budgets. Many organizations waste resources on SaaS subscriptions that are greatly underutilized. A SaaS management platform analyzes usage patterns to identify these applications and enable companies to reallocate resources. This information is also useful to negotiate better subscription terms or eliminate unnecessary licenses.

Poor User Engagement ▶▶

Low engagement with SaaS tools can indicate usability issues, lack of training, or misalignment with business needs. A SaaS management platform provides usage analytics, revealing how and when applications are used. This information can guide training programs, application customizations, or replacements to enhance user engagement and productivity.

04 Common Problems a SaaS Management Platform Solves

Uniform Contract Renewals ▶▶

Organizations often miss opportunities to renegotiate terms or cancel unnecessary subscriptions because they do not have all the information. They may not know how many licenses are in use or which applications are actually benefiting the company. The Calero SaaS management platform tracks all of this information. It also alerts about upcoming contract renewal dates, allowing for better negotiation preparation and making thoughtful decisions about continuation or cancellation.

Risk and Compliance ▶▶

With data spread across various SaaS platforms, ensuring compliance and managing data security risks becomes a significant challenge. The Calero SaaS management platform helps enforce compliance policies, manage data governance, and ensure that vendors meet necessary security standards. This reduces the risk of breaches and non-compliance penalties.

Expense Management ▶▶

Effectively managing the costs associated with multiple SaaS subscriptions is complex and time-consuming. The Calero SaaS management platform offers comprehensive expense tracking and analysis, identifying areas for cost reduction, highlighting inefficient or redundant subscriptions, and enabling more strategic budget allocation. This oversight helps ensure that SaaS spending aligns with business value and objectives.

▶▶ By addressing these challenges, SaaS management solutions empower organizations to fully leverage their cloud software investments, ensuring that these tools enhance operational efficiency, security, and compliance while aligning with financial goals and business strategies.

Benefits

- Visibility, control and optimization of SaaS applications and subscriptions
- Centralized management and oversight
- Cost reduction through subscription optimization
- Enhanced security and compliance

05 Evaluation Criteria for Needing a SaaS Management Platform

Check all that apply. Is your organization experiencing 3 or more of?

- Your business spends a significant amount on SaaS subscriptions or uses a large number of SaaS applications.

This helps in understanding where the budget is going and how effectively the tools are being used.

- Your organization has a complex SaaS stack, involving numerous apps across different departments.

A management platform can centralize and streamline operations, reduce redundancies, and manage licenses more efficiently.

- Your organization is subject to strict data protection regulations (like GDPR or HIPAA).

A SaaS management platform can help ensure compliance through centralized controls and monitoring.

- Existing SaaS applications require extensive integration with each other or with in-house systems.

A management platform can simplify this process, ensuring smoother data flow and functionality across the organization.

- Your business is experiencing rapid growth or frequent changes in their software needs.

A management platform can help manage scaling issues smoothly by enabling quick onboarding and offboarding of SaaS tools and users.

- There is no system in place to identify underutilized subscriptions or duplicate functionalities across tools to help cut costs and optimize resources.

A SaaS management platform can help you gain visibility to all of your SaaS tools in one place to identify where there are opportunities for optimization and cost savings.

- There is no system in place to identify underutilized subscriptions or duplicate functionalities across tools to help cut costs and optimize resources.

Your organization needs to manage who has access to what tools and decide what licenses can be reallocated or deprovisioned to optimize spend. *This is particularly important for maintaining security and operational efficiency.

- Your organization deals with multiple SaaS vendors.

A SaaS management platform can help manage relationships, contracts, and negotiations from a single point, making the process easier.

06 Steps to Get Started With SaaS Management

By adopting a SaaS management solution, companies can better control costs, improve security, enhance productivity, and ensure compliance, all of which are critical for maintaining a competitive edge in today's digital landscape.

Getting started with a Software as a Service (SaaS) management solution involves several key steps to ensure effective implementation and utilization. Here is a brief guide to help you through the process:

1. Identify Your Needs and Objectives
2. Research & Request Demos
3. Evaluate Options
4. Plan for Implementation
5. Set Up Integrations & Ingest Data
6. Customize and Configure Your Dashboards
7. Train Your Team
8. Start Optimizing

By adopting a SaaS management solution, companies can better control costs, improve security, enhance productivity, and ensure compliance, all of which are critical for maintaining a competitive edge in today's digital landscape.

Ready to get started?

Chat with our team of experts to learn how to implement these strategies through a single platform that gives you comprehensive visibility to your entire software estate.

Give Us a Call: 866-823-1281
Visit Our Website: www.calero.com

