AppDirect

Optimize your SaaS portfolio

One location for all your SaaS needs

May 2025

What's happening in the market

Centralized SaaS management is on the rise

95%

of organizations use SaaS applications to power their businesses today

50%

of companies using SaaS applications will centralize management on one platform

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Organizations are losing visibility into their SaaS stack

Blind spots are costing you

Shadow IT makes up over **1/3rd** of the IT SaaS stack

The average company loses **$8.3M** in unused SaaS licenses

Organizations are **5X** more susceptible to a cybersecurity incident without centralized visibility

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Organizations that don't have centralized visibility into their SaaS will overspend by **25% or more**
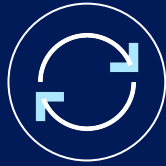
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AppDirect can help

A comprehensive solution for smarter SaaS spending and management

INDUSTRY-LEADING EXPERTISE & CATALOG

UNIFIED BILLING & MANAGEMENT

CENTRALIZED VISIBILITY

COST OPTIMIZATION

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Meet the Relationship-Driven B2B Platform

We connect you with expert advisors and the digital tools you need make it easier to find, buy, and manage your cloud portfolio.

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One location to buy and manage your SaaS portfolio

Rely on a team of experts

Find all the SaaS to power your business

Gain centralized access

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Access an industry-leading SaaS portfolio

PRODUCTIVITY & COLLABORATION

BUSINESS APPLICATIONS

IT MANAGEMENT

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Lean on us for all of your SaaS needs

Migration

On-premise or cloud-to-cloud migration services for Microsoft and Google

Consulting

Expertise and guidance with implementing, optimizing, and managing your Cloud solutions

Support for Cloud Applications

End-to-end technical support and escalation management for admins and end users

Premium Technical Support

Technical support for hardware, connectivity, and Cloud applications
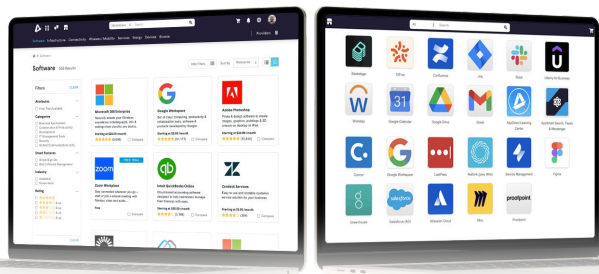
5M+
Customers Served

96%
First Call Resolution

93%
Customer Satisfaction

Gain full visibility and control over your SaaS portfolio

Cut costs and save time with our subscription management tools

Marketplace
A single location to buy all your applications from an industry-leading catalog

Spend Management
Save time with a single location to manage and pay subscriptions

Workforce Identity
Reduce IT costs with automated onboarding, centralized access and secure authentication with SSO

Data Management
Gain insights into application spend and usage to drive smarter business decisions

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How AppDirect Helped BronxWorks Streamline Cloud Technology Management

Challenges
- Time-consuming, manual processes for reviewing and tracking cloud software subscriptions across 150+ community programs with distinct contracts.
- Lack of visibility into cloud IT spending and limited ability to drill down into evolving program needs.
- Difficulty in predicting future cloud technology requirements.

Outcomes
- Shifted to proactive cloud planning and purchasing, aligning cloud solutions with strategic priorities.
- Gained expert guidance from a technology advisor and the AppDirect team, enabling quicker, more confident cloud technology decisions.
- Improved ability to anticipate cloud technology needs 6 to 12 months ahead, saving both time and money.
- Achieved enhanced ROI tracking for cloud technology spend, with detailed reporting through the AppDirect Procurement Marketplace.

Thank You

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