



# Optimize your SaaS portfolio

One location for all your SaaS needs

June 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

# 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

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

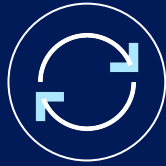


AppDirect can help

# A comprehensive solution for smarter SaaS spending and management



**INDUSTRY-LEADING  
EXPERTISE & CATALOG**



**UNIFIED BILLING &  
MANAGEMENT**



**CENTRALIZED  
VISIBILITY**



**COST  
OPTIMIZATION**



# 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.



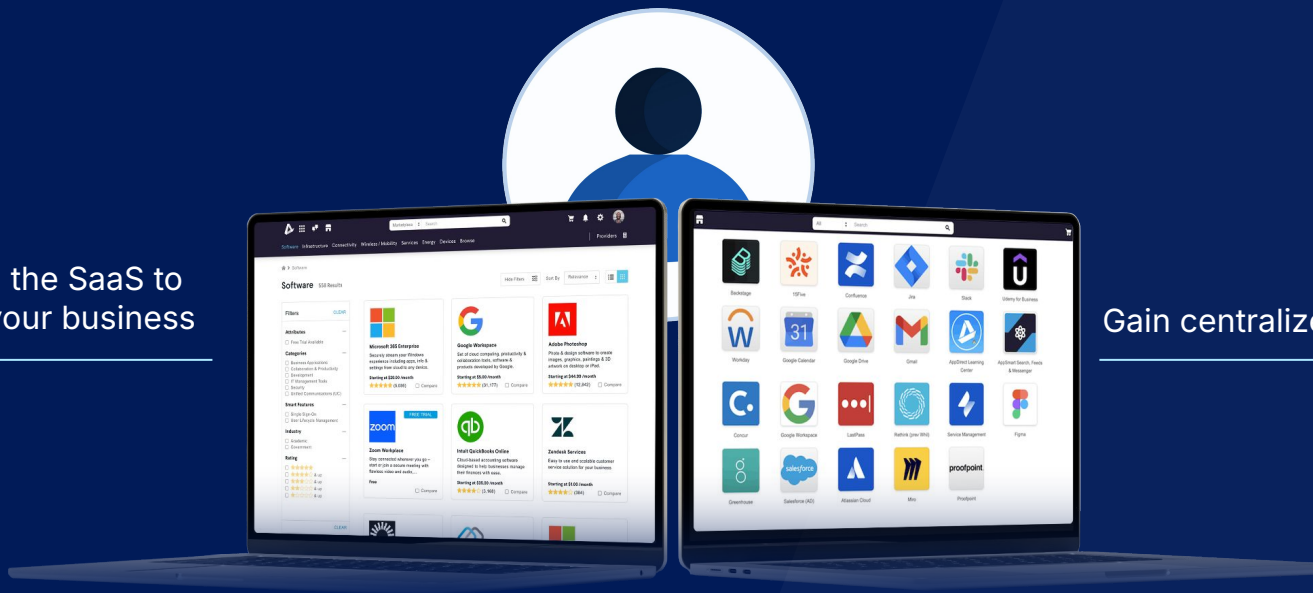


# One location to buy and manage your SaaS portfolio

Rely on a team of experts

Find all the SaaS to power your business

Gain centralized access



# Access an industry-leading SaaS portfolio

## PRODUCTIVITY & COLLABORATION



## BUSINESS APPLICATIONS



## IT MANAGEMENT



# 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%

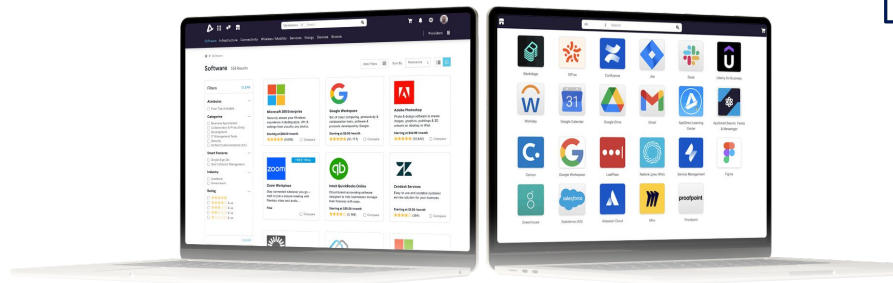
First Call  
Resolution

# 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

# How AppDirect Helped BronxWorks Streamline Cloud Technology Management

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## 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

