Dear Sir/Madam,

We present to you the ninety-seventh edition of our Software Licensing Bulletin, which highlights the concepts of SaaS (Software as a Service) cost reduction.

Cloud adoption is on the rise. According to IDC, SaaS remains the largest segment of the cloud market with a respectable growth of 22 percent reaching $75 billion in 2017 and forecast to reach $163 billion by 2022.

As organisations spend heavily on cloud these days, there is a big concern with respect to usage of such subscriptions. It is estimated that about 10% of cloud spend is lost in subscriptions which are not even provisioned.

How can we reduce cost:

• User profiling - Identify information on subscription requirements in the organisation. Map each SaaS application with the employees role or project needs. Identify the best fit plan for that particular need

• Software metering - Compare the SaaS application count with the number of those still unused after a short term. Identify such unused or underused subscriptions

• Forecast - Based on the data collected, plan future purchases and manage renewals costs better

• User enablement and training – For better adoption of SaaS plans, users need to be on boarded and trained to utilise the full benefits of respective plans by enrolling them in the trainings.

Benefits of SaaS cost reduction

• Better Return of Investments (ROI) on SaaS spending with better view on recurring licensing costs

• Better adoption plans include detailed trainings plans for better ROI on SaaS investments

• Assessment of unused services would help in renewing services & choosing plans in the subsequent years at a lesser cost

We hope the bulletin was informative. We would be happy to provide you additional information that you may require on the subject. Please write to us at in-fmkpmgccsbulletin@kpmg.com, for any queries or feedback.

Regards,

KPMG in India

About KPMG in India’s software licensing team: We have an experienced team of over 100+ professionals in India with diverse and in-depth knowledge of software licence, software asset management tool, Intellectual Property (IP) and contract review.

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