

# DIGITAL SUPPLY CHAIN:

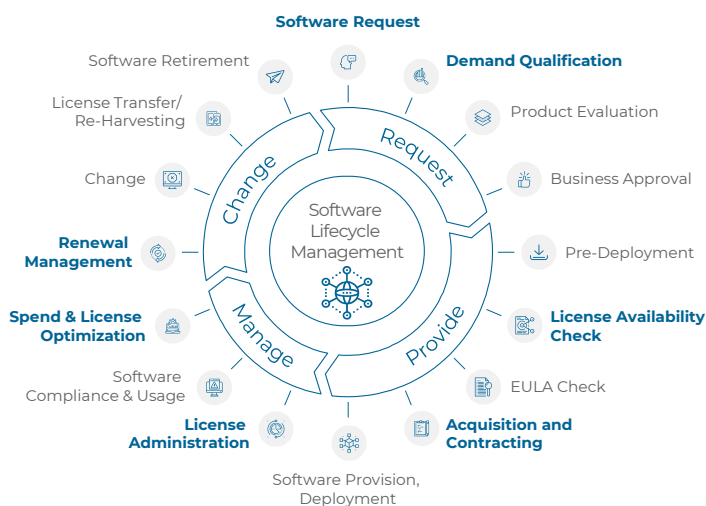
## Managing Software Spend Through Procurement Process Automation

The fast pace of change in technology, combined with ever-growing enterprise applications means IT Procurement and Asset Management leaders are under increasing pressure to deliver efficiencies and cost savings while improving user experience through faster response times and automation strategies. IT Procurement and Vendor Management leaders are constantly looking for innovative ways to eliminate wasteful investment and optimize contracts across the software and cloud portfolio. But for many organizations, this transformation presents a set of challenges, especially when it comes to the long tail of software publishers.

### Common Supply Chain Challenges in Managing Software Spend

<p><b>Knowledge &amp; Resources</b></p> <p>Organizations struggle to build expertise and manage supplier relationships. Ensuring the quality of transactions at the best price and obtaining proactive reporting for their agreements is a challenge.</p>	<p><b>Data Transparency</b></p> <p>Obtaining the right entitlements data to make informed decisions is a major hurdle for most organizations undergoing digital transformation.</p>	<p><b>Contract Management &amp; Optimization</b></p> <p>The limited ability to forecast and budget due to ineffective tools makes it harder to negotiate or consolidate contracts.</p>	<p><b>Tail-End Transactional Costs</b></p> <p>While the top 20% of vendors typically account for 80% of spend and are generally controlled well by Procurement, it is the tail-end that account for up to 90% of transactions and the associated administrative costs.</p>	<p><b>Maverick Spend</b></p> <p>Without sufficient use of catalogues, organizations can't control unsanctioned software spend and may be exposed to adverse use terms and pricing.</p>
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IT Procurement functions need to evolve into connected, efficient and digitized operations to address business demands more rapidly and effectively. A software Digital Supply Chain (DSC) is created through a seamless, integrated set of systems and activities across the software lifecycle to support these goals and this is the focus of SoftwareONE's **DSCSimple**.



- Request & Demand Management
- Software Rationalization
- Purchasing and Contract Terms
- Integrated eProcurement
- Proactive Renewal Management
- Automation & Workflows

Figure: DSCSimple Service Features

## Why SoftwareONE's DSCSimple?

DSCSimple is our managed service offering that revolutionizes and modernizes the traditional reseller offering, providing organizations with the right mix of tools, automated workflows and experts to realize the benefits of an effective Digital Supply Chain.

### Service Features & Business Outcomes



**INCREASED  
TRANSPARENCY**



**COST  
EFFICIENCY**



**SOFTWARE  
RATIONALIZATION**



**PROGRAMMATIC OVERSIGHT  
& GOVERNANCE**



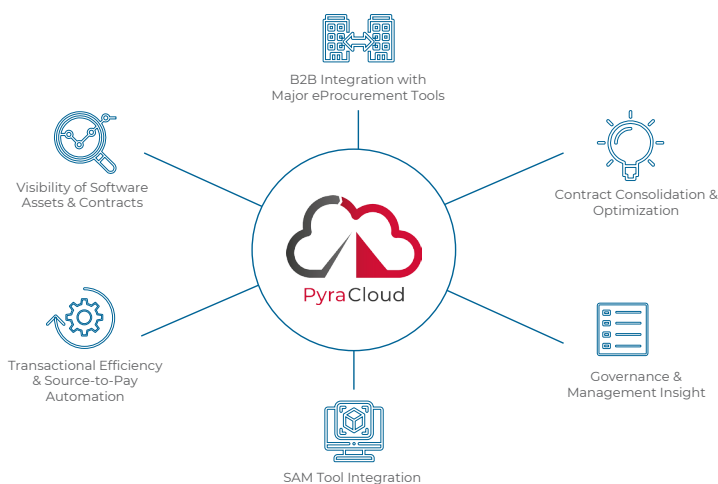
**MANAGED CATALOG &  
RENEWALS**

Underpinned by a comprehensive service governance model, this is achieved through streamlined procurement processes, visibility into all software transactions, improved end-user experience, and more proactive contract renewal management.

- › **SPEED** – Reduced time to deploy, decreased effort and a lower number of annual transactions.
- › **COST OPTIMIZATION** – A single point of transaction results in reduced operational expenses related to procurement workflows. Spend is optimized through sourcing, rationalization and proactive & optimized contract renewals.
- › **TRANSPARENCY** – Single dashboard with hygienic actionable procurement data to help you make better business decisions.

## PyraCloud & Digital Supply Chain

Powered by **SoftwareONE's PyraCloud** platform and leveraging B2B Integration with major eProcurement platforms, DSCSimple helps you automate processes to gain control of cost-intensive, transaction-heavy software procurement processes.



We help customers transform their software supply chain into a competitive advantage that enables IT & Procurement teams to operate with the versatility, speed and agility that's needed in today's quickly-changing technology landscape.

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