

# Helping Federal Agencies Use Data Insights to Reduce IT Costs and Risks

## Benefits to your agency:

- Proactively manage software licenses
- Reduce the risk of unbudgeted true-up expenses
- Dramatically reduce the effort involved in assembling responses to vendor audits
- Improve vendor negotiation outcomes with visibility and application of product use rights
- Shrink spend on software license maintenance
- Eliminate software license costs through reuse

## What you get

Now you can optimize your agency's IT environment and gain the level of visibility needed to achieve measurable results, while meeting the goals of federal initiatives.

## Smarter, data-driven decisions

Nothing helps transform your IT more than complete insights—especially when managing a federal agency's sprawling IT environment. Flexera gives you precise, accurate, comprehensive data, allowing you to make better decisions that can save your agency's IT millions of dollars. Many agencies struggle to achieve this on their own, forcing them to use expensive and time-consuming manual methods to correlate their IT data. Even then, the data might not be detailed enough to make informed choices.

Consistently named an industry leader by Gartner and Forrester, Flexera allows you to turn IT insights into action:

- Govern, optimize and enforce software license compliance
- Track IT procurement and maintenance contracts
- Identify and manage vulnerabilities, including IT assets past their end-of-life data or that have common vulnerabilities and exposures
- Plan cloud migrations to reduce risk and optimize costs
- Rationalize software and applications
- Control resource allocations and investments for software and hardware
- Optimize datacenter
- Maintain patch management
- Manage assets throughout their lifecycle
- Produce clean, normalized and enriched data for configuration management databases

Agencies across the federal civilian, defense and intelligence sectors are deploying Flexera for the benefits and return on investment.

## Demonstrated value

One large federal agency estimates that they'll see a three-year cost reduction of more than \$20 million. The cost savings are in the categories of:



**IT rationalization**



**IT security and vulnerability management**



**Software reduction and asset management**



**Taxonomy development and enrichment of data**



**Open source visibility and utilization**



**IT audit preparation**

An official from this civilian agency said it would take four full-time employees four years to aggregate, normalize and enrich the amount of data that Flexera's solutions automatically did within hours.

Another federal civilian agency saved more than \$10 million by using Flexera to optimize their Microsoft SQL Server licenses.

And a third federal agency used Flexera to quickly change a score of an "F" to an "A" on the software licensing component for the Federal Information Technology Acquisition Reform Act (FITARA).

## Solutions backed by industry analysts

Flexera is a recognized industry leader in software asset management (SAM) and IT visibility.

### Named a leader by Gartner

Flexera offers a category-leading, premium solution with the broadest offering of software vendors.

*"Flexera has the most extensive support at an application level for vendors such as IBM, Micro Focus, Microsoft, Oracle, Quest, SAP and VMware..."*

*Flexera actively invests in customer satisfaction by integrating engineering teams into customer support efforts."*

*Source: Gartner 2019 SAM Magic Quadrant*

### Proven ROI

Customer research found that Flexera delivers an ROI of 509% over five years, as well as:

- 75% decline in time spent managing software license compliance
- 3% reduction in annual software license spend through better vendor negotiations
- 1.5% drop in annual software maintenance spend
- 85% decrease in unbudgeted true-up expenses
- 80% cut in time spent managing external audits
- Ability to reuse 2.5% of annual unused software

*Source: Driving ROI: The Case for a Proven Software Asset Management Solution, Hobson & Company, 2019*

Another research study found that a composite organization with 6,000 endpoints, 3,000 servers and a \$30 million annual software budget would save:

- \$2.4 million by consolidating and eliminating unused software licenses
- \$1.2 million by avoiding increases and penalties for additional software license requirements discovered by audits
- \$1.5 million by eliminating unnecessary hardware maintenance
- \$138,000 from the reduced effort required to identify software running in a divested entity environment

And it would get back \$645,000 by improving the productivity of staff who are performing ongoing compliance management and mapping activities. In total, such an organization would see \$5.9 million in benefits after spending \$1.5 million, for a net savings of \$4.4 million and an ROI of 302 percent.

*Source: The Total Economic Impact™ Of Flexera Cost Savings and Business Benefits Enabled by Flexera's Data Platform, Forrester Consulting, 2018*

Additionally, Oracle, IBM and other leading software vendors accept Flexera as a compliance tool for software audits due to the accuracy and completeness of Flexera's data.

## Meet federal initiatives

IT leaders across the federal government are turning to Flexera to help them reduce costs, mitigate risk and meet the goals of federal initiatives, such as the FITARA and Making Electronic Government Accountable By Yielding Tangible Efficiencies Act. Flexera solutions are available through distribution on several GWACs, including NASA SEWP and GSA.

*Contracts: Dun & Bradstreet: 825069847 CAGE Code:53L89 NAICS Code(s): 511210*

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### NEXT STEPS

Control the chaos  
of software licenses  
and reduce risk

[FIND OUT HOW](#)

### ABOUT FLEXERA

Flexera helps executives succeed at what once seemed impossible: getting clarity into, and full control of, their company's technology "black hole." From on-premises to the cloud, Flexera helps business leaders turn IT insight into action. With a portfolio of integrated solutions that deliver unparalleled technology insights, spend optimization and agility, Flexera helps enterprises optimize their technology footprint and realize IT's full potential to accelerate their business. For over 30 years, our 1300+ team members worldwide have been passionate about helping our more than 50,000 customers fuel business success. To learn more, visit [flexera.com](https://flexera.com)