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CASE STUDY

Flexera saves $7M on a board-level software renewal

How Flexera used Flexera One usage data to negotiate a major productivity and cloud renewal from strength

Flexera, a technology intelligence company serving more than 50,000 organizations, faced a renewal with a major productivity suite and cloud provider. With cloud infrastructure spend now topping $12 million a year, it was a big enough deal to require board approval. Rather than wait for the vendor's quote, the infrastructure and operations team started five months early by using Flexera One to pull usage and entitlement data on demand, strip out unused and duplicate licenses and arm executives for negotiation. This proactive thinking resulted in $7 million in savings and cost avoidance over three years, plus AI features at no incremental cost.

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At a glance

Industry: Technology/Software

Location: North America

Company size: Enterprise (2,600 employees)

Primary use case: Software renewals and audits

Products used: Flexera One

Featured results

- **Renewal value captured:** Nearly $7M in savings and cost avoidance over three years on a $46M contract
- **Hard savings:** $2.5M over three years: $1.5M on on-premises and cloud licenses, $1M on SaaS applications
- **Data-backed negotiation:** $4.5M in cost avoidance
- **Post-acquisition consolidation:** More than 300 duplicate productivity SaaS seats eliminated
- **Renewal readiness:** Usage and entitlement data refreshed four times; full picture mapped two months before renewal

> **"We closed a $46 million renewal with nearly $7 million in savings and cost avoidance by knowing exactly what we needed before negotiations began."**

Matt Bauer
Senior Director of Infrastructure and Operations, Flexera

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THE CHALLENGE

A board-level renewal with rising cloud stakes

Flexera's renewal with a major productivity suite and cloud provider was large enough to need board approval. This cycle, the stakes had climbed: Cloud infrastructure spend had become far more material than in past renewals, growing to more than $12 million a year and putting cloud cost and license visibility at the center of the renewal strategy.

Key challenges included:

- **Usage vs. ownership:** Pinning down which software and cloud services were actually used versus simply paid for
- **Hidden shelfware**: Unused entitlements and redundant SKUs spread across the SaaS stack
- **Acquisition overlap:** Duplicate agreements after Flexera's acquisition of Snow Software
- **Defensible numbers:** A need for counts accurate enough to hold up across the negotiating table
- **Impending deadline:** With a June 1 deadline, walking in on the vendor's quote risked locking Flexera into three years of overcommitment on a contract worth tens of millions

> "Cloud spend had grown to more than $12 million a year, so we needed to know exactly where we stood before we even started talking to the vendor."
>
> **Matt Bauer**
> Senior Director of Infrastructure and Operations, Flexera

THE SOLUTION

From vendor quote to power position

Flexera's infrastructure and operations team used Flexera One to put license entitlement and usage metering data on tap—available on demand, not once a cycle. Paired with FinOps visibility into cloud spend and HR headcount forecasts, that data showed exactly how many licenses the business needed.

> **"Flexera One helped us arm executives with trusted data on exactly what we needed, where we were and where we wanted to be, so they could negotiate with confidence."**
>
> **Matt Bauer**
> Senior Director of Infrastructure and Operations, Flexera

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The effort was cross-functional by design: FinOps, HR and executive leadership aligned on the data first, then executive-to-executive engagement carried it to the table.

Implementation approach:

Phase 1: Analyze and rightsize (January–early April)	Phase 2: Negotiate (April–May)
• Kicked off in January, five months before the June 1 renewal and ahead of any vendor quote • Reviewed SKUs across the SaaS stack, surfacing unused entitlements (including telecom SKUs) and unused add-ons, such as Project and Visio • Pulled usage and entitlement data four times, refining counts against HR forecasts • Consolidated overlapping Snow and Flexera agreements	• Combined Flexera data with third-party benchmarking • Identified what the vendor wanted to incentivize—such as adoption of new AI technologies—and used it to shape terms • Engaged executive to executive • Closed at the end of May, ahead of the June 1 renewal

The data was fully mapped by early April, which was about three months after kickoff, leaving two full months to negotiate. Instead of reacting to the vendor's opening number, Flexera negotiated knowing what it spent, where it wanted to be and how to avoid overcommitting.

THE RESULTS

$7M in savings and lasting renewal control

Flexera closed a $46 million, three-year contract with $7 million in combined savings and cost avoidance—and better terms for the years ahead.

Savings category (3 years)	Value
Hard savings: On-premises and cloud licenses	$1.5M
Hard savings: SaaS applications	$1M
Cost avoidance: Data-backed negotiation	$4.5M
Total savings and cost avoidance	$**7M**



> **"Next year, I anticipate we'll finish this process in 30 days instead of six months because we already have the visibility and data we need."**

Matt Bauer
Senior Director of Infrastructure and Operations, Flexera

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AI features at no incremental cost:
Knowing the vendor's priorities turned AI adoption into a bargaining chip rather than a line item



Flexible terms for variable usage:
An MCAE structure lets Flexera absorb interns, contractors and project-based needs without locking them into the same annual commitment



Less shelfware, better counts:
Unused add-ons, telecom SKUs and more than 300 duplicate seats came off the bill



License precision:
Final renewal counts were accurate within 16 users, eliminating excess licensing

Lessons learned and best practices:

1. **Start before the quote**
   Five months of runway allowed Flexera to approach the renewal with a cohesive plan, rather than a frantic scramble
2. **Refresh, don't snapshot**
   Repeated data pulls, which were tied to headcount forecasts, kept counts honest as the business changed
3. **Know what the vendor wants**
   Vendor incentives, such as AI adoption, are leveraged in negotiations

The payoff extends past this deal. With visibility now spanning on-premises, SaaS and IaaS, future renewals are expected to move much faster, and Flexera plans to apply the same playbook to other large renewals. The team also continuously optimizes its growing Azure and AWS footprint with Spot Elastigroup and Ocean, saving roughly $1 million annually.

Next steps

Discover how Flexera One can strengthen your next renewal

Get started →

About Flexera

Flexera helps organizations understand and maximize the value of their technology, including the rising costs and risks introduced by AI, saving billions of dollars in wasted spend. Our Flexera One platform connects the dots between what technology you have, how it is used, what it costs, and where it creates risk, helping teams take control of the increasingly complex IT estate across cloud, SaaS and on-premises. We are leading the way to unify IT asset management, FinOps and SaaS management with high fidelity data from Technopedia, our proprietary reference library of technology asset data, and intelligent automation fueled by AI. That's why thousands of global organizations rely on the Flexera One platform and Technopedia. Learn more at **flexera.com**

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