

Part I: Introduction



Your Guides

Chris Rhoades

- Senior Apptio Consultant
- 11+ years of TBM/Apptio Experience
- Skiing, Hiking, General Aviation

Eric Self:

- Principal Apptio Consultant
- 10+ years of TBM Experience
- I'm not as cool as Chris, but I'm funnier.



Agenda

- Introductions
- Common Reasons for Cost Take Out Quests
- Understanding the Request
- Getting Starting: Apptio's Value Explorer
- Using Apptio's Value Explorer
- Additional Discussion

Introductions

• Take 5 Minutes

• Turn to a Person Near You

Introduce Yourself

Business Cards

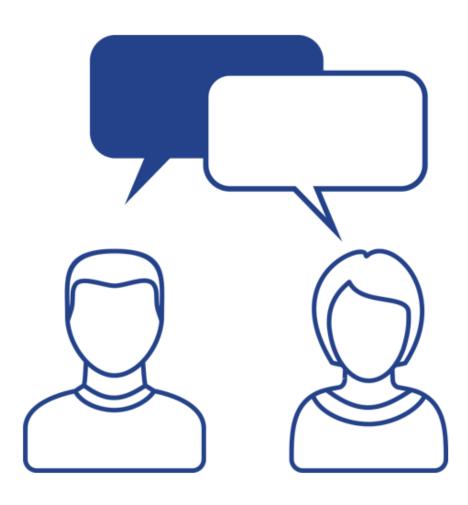
Common Reasons for Cost Takeout Quests

- We were asked to use Apptio find an X% reduction opportunity
- We're in the midst of a merger/acquisition and need to find savings "opportunities"
- Apptio was marketed to our management as an "Insights" tool.
- Rationalization, and all of its forms:
 - App Rationalization
 - Infrastructure Rationalization
 - Vendor Rationalization
- On Prem vs Cloud

Any of these requests sound familiar?

• Any others you've experienced?

 What questions do you hope to get answers to in this session?

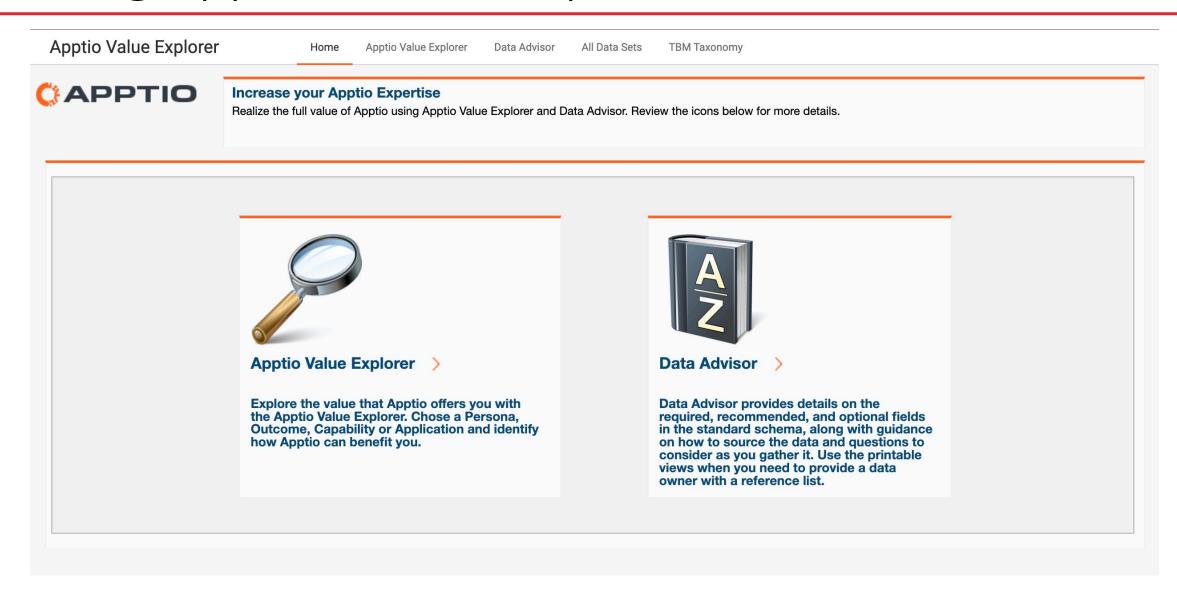


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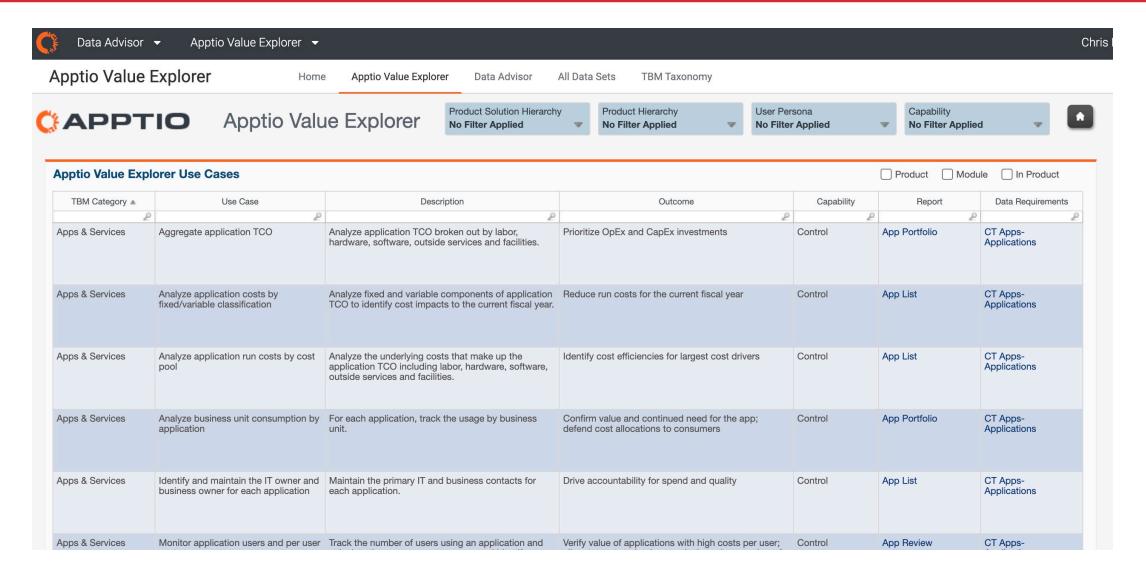
Understanding the Request

- Understand what is driving the Cost Takeout/Insights question
 - Prove Apptio's value?
 - Supplement ongoing activities by Finance?
 - Top-down request from a C-level sponsor
 - Are you going to Apptio with a specific idea to explore, or are you looking for Apptio
 to tell you where you might focus

Using Apptio's Value Explorer



Using Apptio's Value Explorer

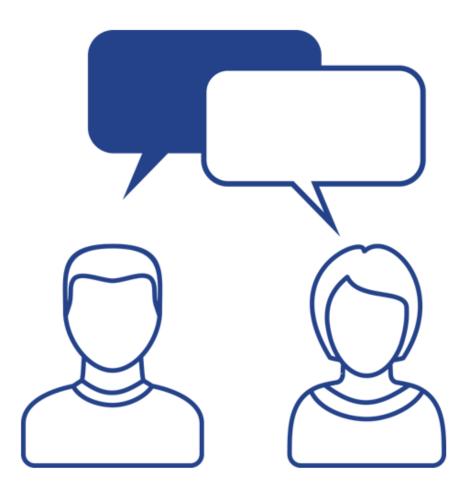


Part 2: Apptio Value Explorer Demo



Discussion

- Have you used Apptio's Value Explorer?
- Successes/Disappointments?
- Success Stories with Finding Insights
- Success Stories with Cost Take Outs



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Questions?





Please take a few moments to fill out the class survey. Your feedback is extremely important for future events.



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Let us know how we can improve! Don't forget to fill out the class survey.



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