

# Part I: Introduction





## Your Guides



#### **Hollie Potts**

- Principal Strategic Advisor
- 14+ years of TBM/Apptio Experience



#### **Eric Self:**

- Principal Apptio Consultant
- 12+ years of TBM Experience

### 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

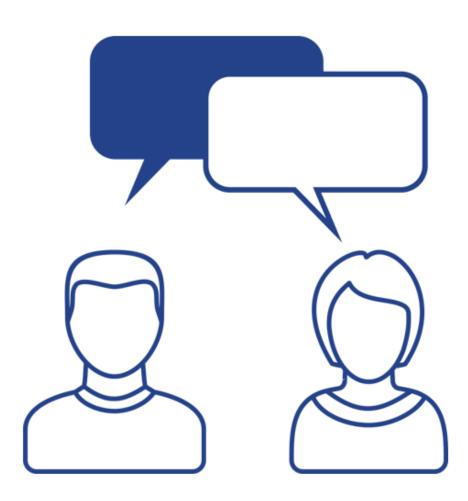
- We were asked to use Apptio find an X% reduction opportunity
- We're in the midst of a merger/acquisition and need to find savings "opportunities"
- Apptio was marketed to our management as an "Insights" tool.
- Rationalization, and all of its forms:
  - App Rationalization
  - Infrastructure Rationalization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

#### Discussion

Any of these requests sound familiar?

Any others you've experienced?

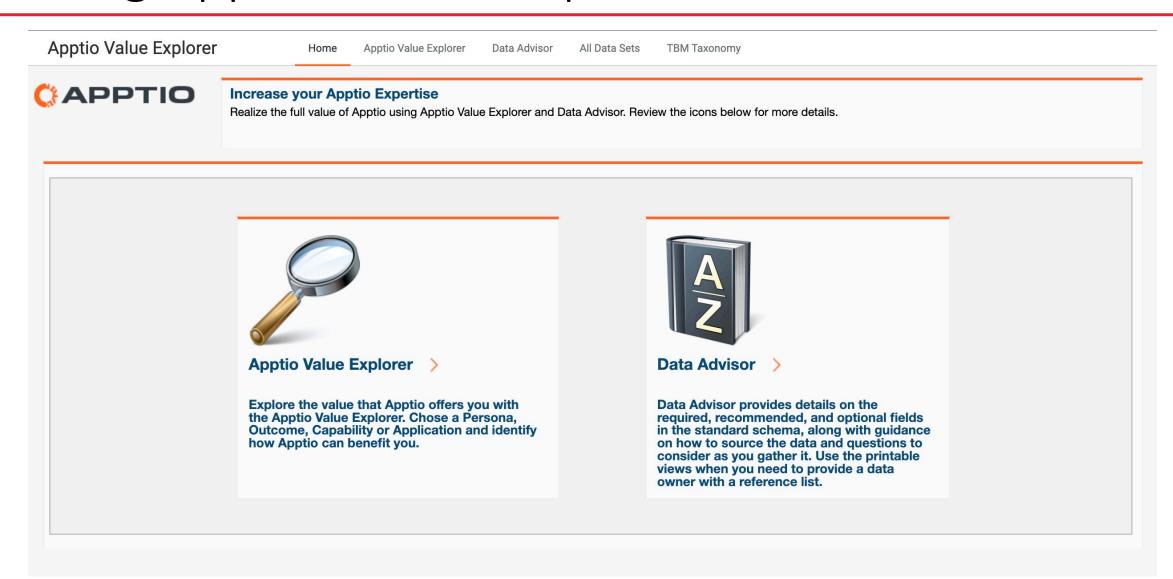
 What questions do you hope to get answers to in this session?



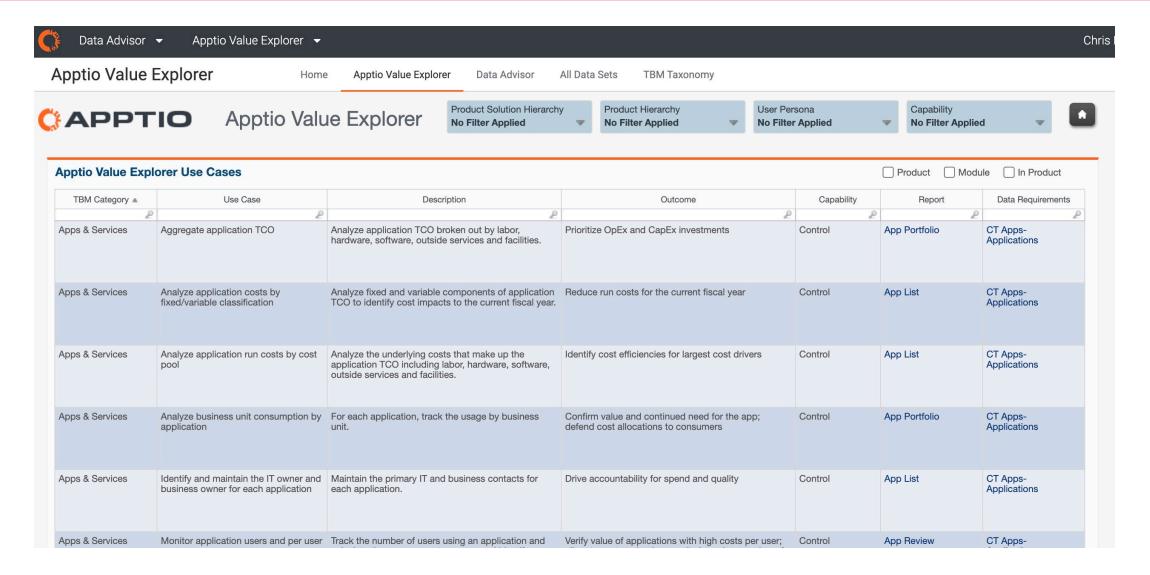
## Understanding the Request

- 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



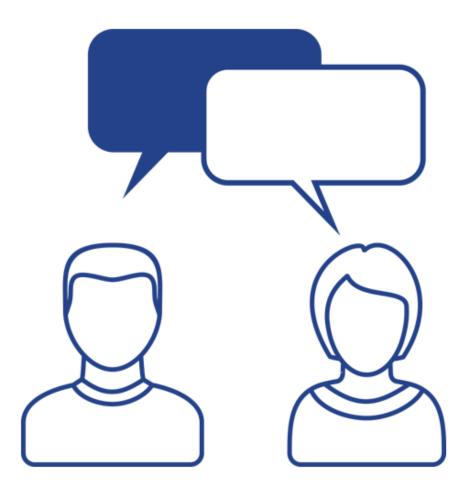
# Part 2: Apptio Value Explorer Demo





#### Discussion

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



## 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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