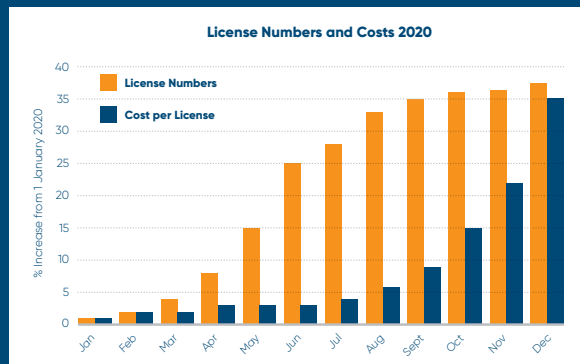# 2021: The Road To Recovery

Trends

- **Market volatility has led to increased data demand**
- **More licenses required due to remote workforce**
- **Increased pressure on profit margins**

License Numbers and Costs 2020

- License Numbers
- Cost per License

% Increase from 1 January 2020

(Chart axis: 0, 5, 10, 15, 20, 25, 30, 35, 40 — months Jan, Feb, Mar, Apr, May, Jun, Jul, Aug, Sept, Oct, Nov, Dec)

Challenges

- Difficult to identify business critical vendors
- Increased contract and usage complexity
- Unintelligible increases in spend
- Evaluating alternative data and license providers
- Limited visibility on license usage
- Preparing for future black swan events

Red Flags

- Inaccurate forecasting
- Uncorrelated increase of licenses numbers
- Manual, prone-to-error invoice process
- License duplication due to lack of central management
- No cost awareness amongst senior management
- Contract renewals without a clear mandate

The Solution

- Central license and spend management
- Actionable insights and transparency
- 80% time savings in invoice processing
- Identification of duplicate and unused licenses
- Accurate month-by-month reporting
- Realistic budgets and increased compliance

Get in touch with our specialists to learn how we can help you!

Visit trgscreen.com/talk-expert

TRG SCREEN