

# Data > Opinion.

## Finally. A comprehensive, centralized, up-to-date SaaS inventory.



### The data you need on every app: spend, redundancy, and risk.

Decentralized SaaS purchasing across employees, business units, and procurement makes managing SaaS increasingly challenging—and urgent. To solve this growing problem, world-class SaaS management leaders begin by getting a full inventory of SaaS apps and spend.

An incomplete software inventory, shadow IT, app redundancies, and disparate data make it nearly impossible to get a clear picture of your company’s software usage and spend. The reality is that 83% of SaaS is purchased outside of IT by other departments and employees. This creates a massive blind spot, concealing hundreds of unvetted, unbudgeted applications with unchecked user access.

### You Can’t Manage What You Can’t See

Backed by 8 years of data from managing over \$34B in spend, Zylo Discover reveals that companies, on average, underestimate their SaaS spend by 304%.



**“If you would’ve asked, I probably would’ve said we have 100 apps. Now that Genesys has a SaaS management tool, we know we have over 600.”**

**GENESYS** – Samantha Griffin, Senior Software Asset Manager at Genesys

SAAS SPEND IS UNDERESTIMATED BY

# 304%

ON AVERAGE

Most organizations still rely on spreadsheets or other data storage facilities to manage their SaaS apps. However, this often results in latent and incomplete data, which fails to provide executives with the reliable information needed for effective financial and risk management.

With a continuous, categorized, and centralized SaaS inventory, your organization can boost productivity, eliminate redundancy, and streamline SaaS application selection throughout your organization.

## Zylo Discover

Avoid risk and control spending with Zylo Discover. Our AI-powered discovery engine provides continuous, centralized visibility into all your SaaS applications and spend, uncovering hidden costs and risks to put you back in control of your SaaS environment.

Zylo's AI-powered Discovery continuously uncovers and categorizes your SaaS applications, detecting new ones as they're added, regardless of the purchase method. Fueled by the industry's most extensive app library (the Zybrary, with over 22,000 apps) and our machine learning model trained on nearly \$2T in spend data, Zylo delivers an unmatched level of accuracy and automation.

**This complete inventory of SaaS apps and spend empowers you to:**

- ✔ Identify and eliminate redundant apps, reducing waste and saving money.
- ✔ Understand spend trends across your business to maintain budget control.
- ✔ Compare your entire app inventory to apps behind SSO and create a detailed SSO roadmap to increase security via access controls.
- ✔ Detect employee-expensed apps (shadow IT) to control unauthorized usage and spending.
- ✔ Immediately see new SaaS applications entering the business to ensure compliance and avoid risk.

## How You Do It Today

Typically, you rely on a manually constructed spreadsheet or SAM tool, starting with known applications. But spreadsheets are constantly out of date and limited, and key actionable data is often missing. And SAM tools often require significant investment in professional services, leading to an expensive and fragmented view of your SaaS.

Additionally, other teams or departments may be managing their own spreadsheets that you have no visibility into.

**More broadly, what are the weaknesses of using a spreadsheet?**

- ✘ Not centralized
- ✘ Labor intensive
- ✘ Outdated
- ✘ Incomplete
- ✘ Not actionable
- ✘ No automation
- ✘ No alerts



# How It Works



## Lack of Visibility = Unknown Waste and Risk

83% of applications are expensed outside of IT and unknown apps are not tracked in any central database. You can't manage what you can't see — license waste, missed renewals, overspending, and security and compliance risks result from a lack of visibility.

## Continuous and Comprehensive Discovery

Zylo Discover, powered by AI, is fueled by the largest and most validated spend data in the industry, the Zylo Zybrary. Your financial transactions are continuously ingested to identify SaaS apps via AI-powered matching models to our Zybrary of apps to uncover all SaaS spend present in your business, regardless of who purchased them.

## Automatic and Accurate Categorization

Using the industry-leading and ever-growing library of over 22,000 applications, Zylo Discover matches and categorizes all discovered software. Every time your data is ingested, your inventory is updated, giving you a complete and up-to-date picture of your entire SaaS stack.

## Centralized Spend, Redundancy, and Security Insights

Zylo Discover delivers a centralized single source of truth for:

- All software spend (accounts payable AND expensed) to track what software is being purchased and who is buying it.
- Security detail powered by Netskope to assess and flag any rogue software creating unnecessary security risks.
- Side-by-side comparison of applications to quickly identify redundancy and optimize your software portfolio.





**"Zylo has helped us with the ability to establish a methodical and reliable framework for SaaS governance. The platform provides us with a complete view of our software spend and associated products."**



– Ash Rai, Director, Software Asset Manager and Vendor Relations

## Benefits

### Increase Operational Efficiency

- Build an always-on and definitive SaaS system of record: Discover and inventory all apps, document owners and company metadata, and prioritize action by business impact.
- Ditch the spreadsheets – save time and stop manual, outdated tracking of software.

### Ensure Responsible Software Spending

- Uncover purchasing efficiencies with centralized spend data.
- Inform SaaS budgeting to allocate and track costs accurately.
- Monitor and control your SaaS spend with detailed and actionable reporting.
- Map out app redundancies and rationalization opportunities.

### Improve Security & Risk Management

- Identify all new SaaS applications with daily discovery.
- Identify and eliminate shadow IT with immediate discovery and ongoing audit control of new purchases.
- Secure applications putting your business at risk.



**"The visibility into your SaaS data that Zylo provides allows you to take action. And when you can take action based on information, you're making decisions that will then result in savings."**



– Karen Hodson, Global Procurement & Real Estate Officer, Marigold

**Ready for Your  
Single Source  
of SaaS Truth?**

[Get a Demo of Zylo](#)

