

Drive Continuous Cost Savings Without Adding Headcount

Expert Services That Turn SaaS Waste into Savings

SaaS is now the second largest operating expense for most organizations, yet cost management remains reactive—focused on last-minute renewals or scattered license cleanups. That reactive approach is costly: on average, organizations now [waste \\$21M](#) annually on unused licenses, while also managing 247 renewals each year—nearly one every business day.

SaaS Management, done right, delivers measurable business outcomes—most notably cost savings and avoidance. The challenge is execution. Scaling those efforts requires time and resources, plus defined processes and expertise—things most teams may not have.

Zylo solves that challenge with expert-led SaaS Operations services that turn ad hoc cost cutting into a disciplined, proactive program that sustains cost savings.

What Is the Zylo SaaS Operations: Cost Savings & Avoidance Program?

Let Zylo be your partner in standing up and running the critical processes required for achieving cost savings and avoidance. Acting as an extension of your team, Zylo's services experts provide the capacity and knowledge to deliver those business outcomes and embed financial governance.

Unlike consultancies that lack SaaS-specific expertise—or software vendors that leave everything up to you—Zylo combines technology and expert services to deliver continuous cost savings and avoidance.






techstars

[Our Services Manager] has been a key member, adding both experience and best practices to take us farther than we would have by ourselves. Six months in, Techstars is consistently saving more money and providing a better experience for our internal teams and financial leadership."



– David Cano, Director IT and Security, Techstars

Key Benefits

-  Recover wasted spend through license reclamation and application rationalization
-  Maximize savings at renewal with structured preparation and fair pricing assessments
-  Optimize license utilization so you only pay for what you need
-  Boost operational efficiency by reducing manual effort for your teams
-  Maintain accountability and mitigate financial risk with clear reporting on savings and cost avoidance

How It Works

Your dedicated, experienced SaaS Ops manager will run the core processes to create and sustain cost savings by ensuring:

- **Centralized Data and Dashboards** Contracts, ownership, and utilization data are ingested into a continuously updated SaaS system of record, with real-time dashboards providing a single source of truth for savings and renewals.
- **Application Ownership & Prioritization** Clear ownership is assigned, App Owners are equipped with the insights they need, and upcoming renewals are prioritized by spend and importance to focus on the highest-impact applications.
- **Structured Renewal Process** A proactive 120/90/60/30-day workflow with automated renewal alerts ensures every renewal is prepared with license reclamation, utilization analysis, and fair pricing assessments.
- **License Reclamation Workflows** Inactive licenses are identified and reclaimed through ongoing workflows, reducing waste and right-sizing contracts before renewal.
- **Continuous Value Tracking** All savings and avoided costs are documented in Zylo's Savings Center, giving your team clear visibility and financial accountability.

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– Placeholder First Last Name, Title and Company

Ready to save money?

Contact us to see how our services
team can partner with you to
deliver measurable cost savings
and business impact.

