elementum vs FLEXera™

Elementum and Flexera Optimize SaaS Spend

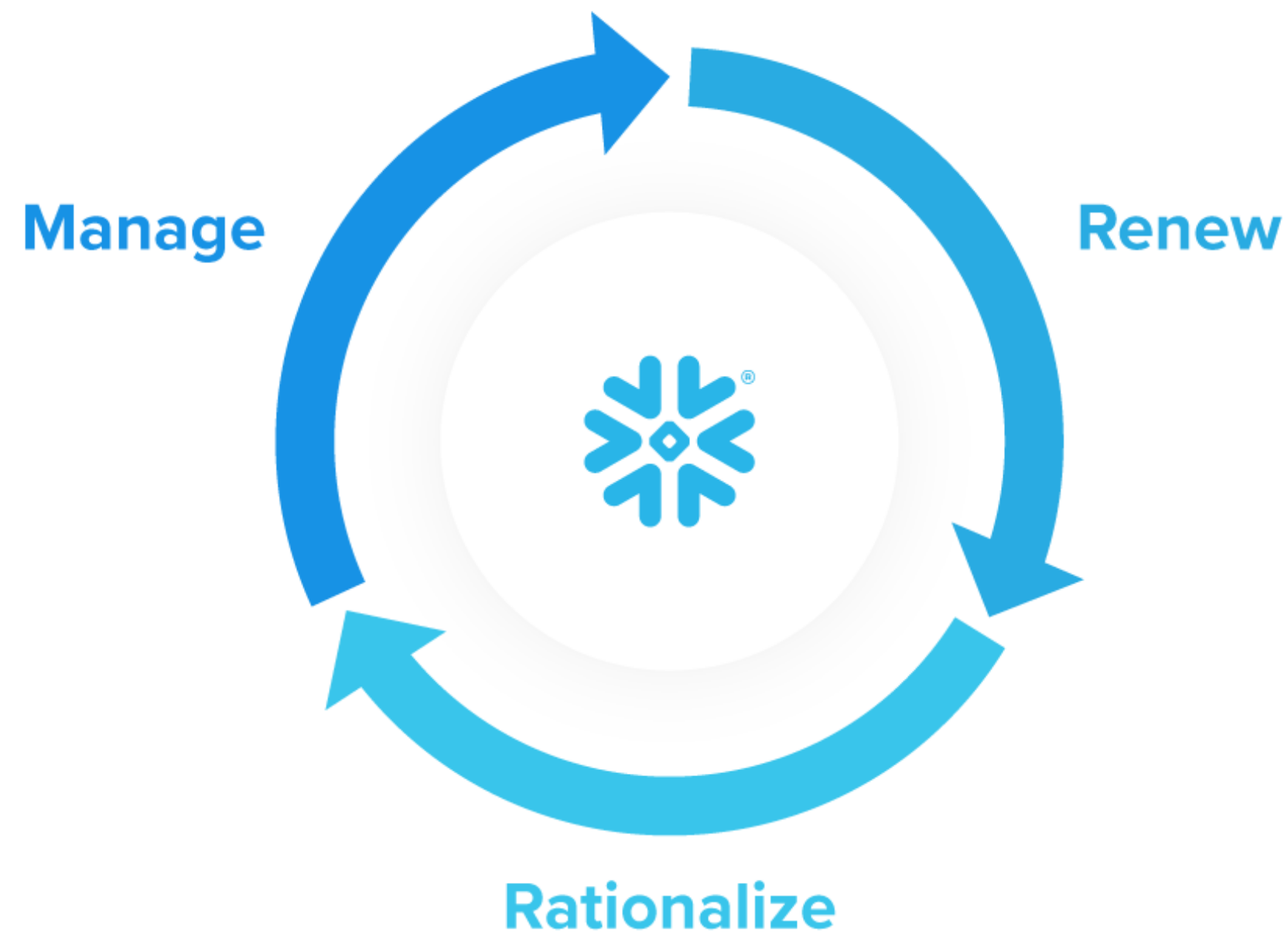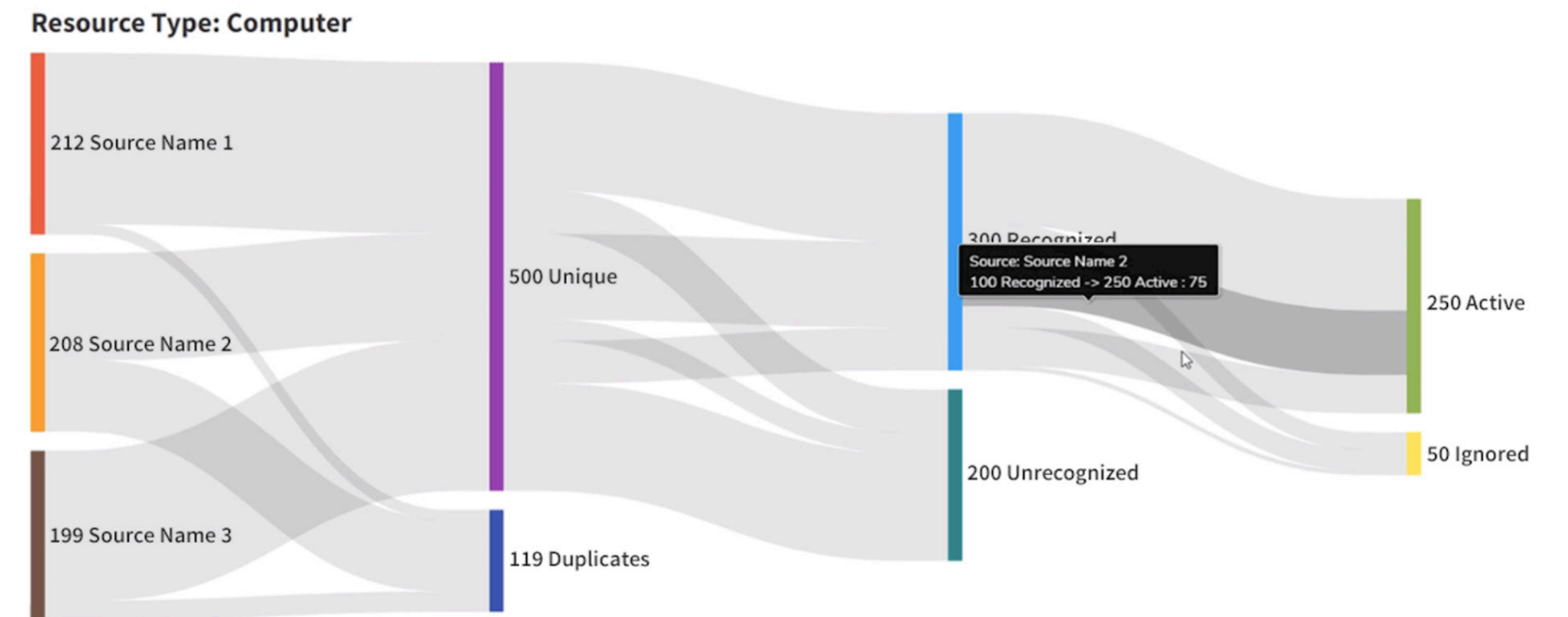### THAT'S WHERE SIMILARITIES END

elementum   POWERED BY ❄ snowflake®

Overview

Optimization Time

elementum

Connect. Identify. Revoke.
<48 hours: Start to Finish
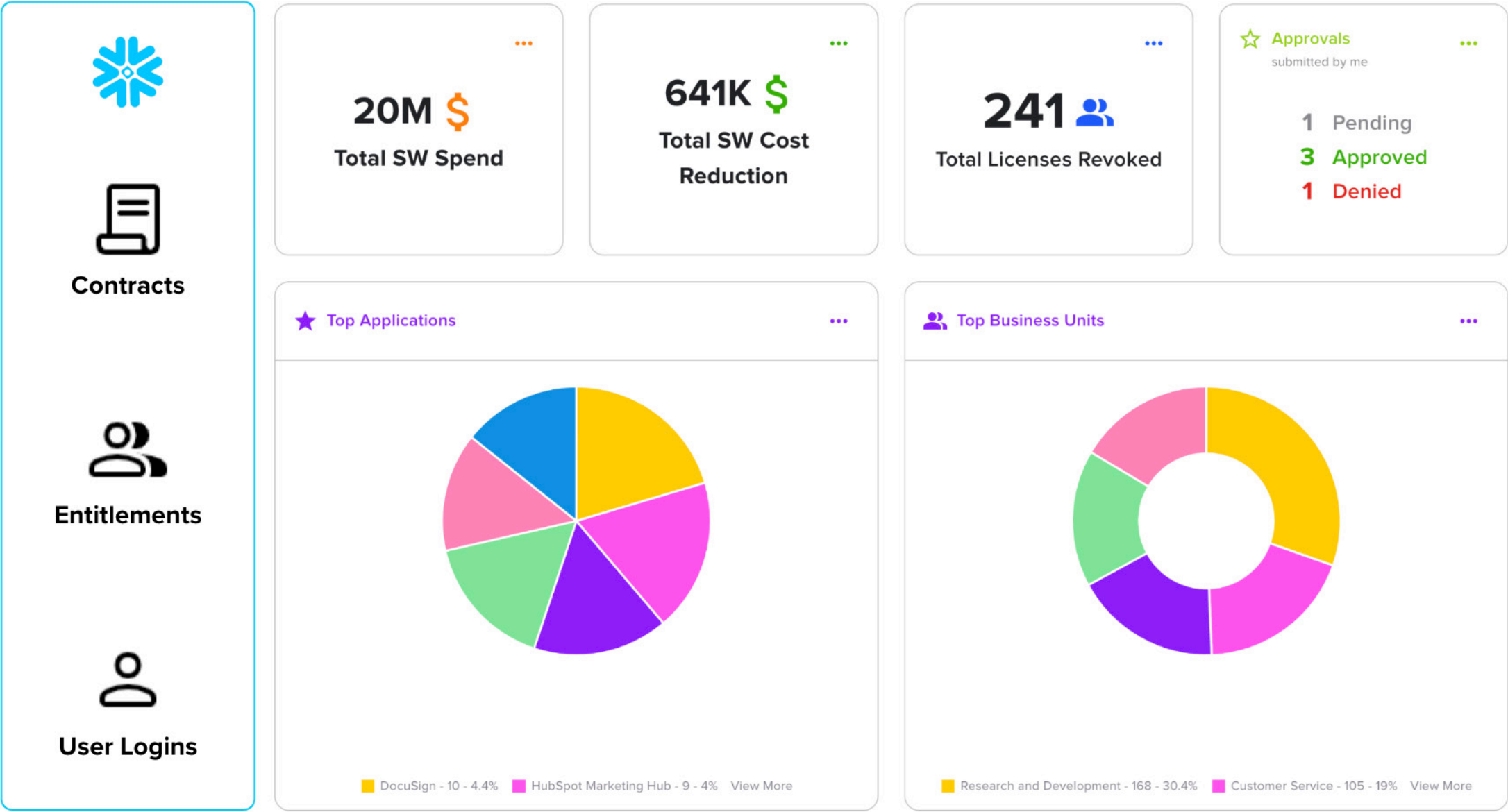
Native ML analyzes **Snowflake** for usage, triggers recovery.
Elementum writes-back to source systems to **de-provision.**

FLEXEra

Integrate. Wait. Analyze. Revoke.
6+ Months to Deploy. 60 Days for Results.
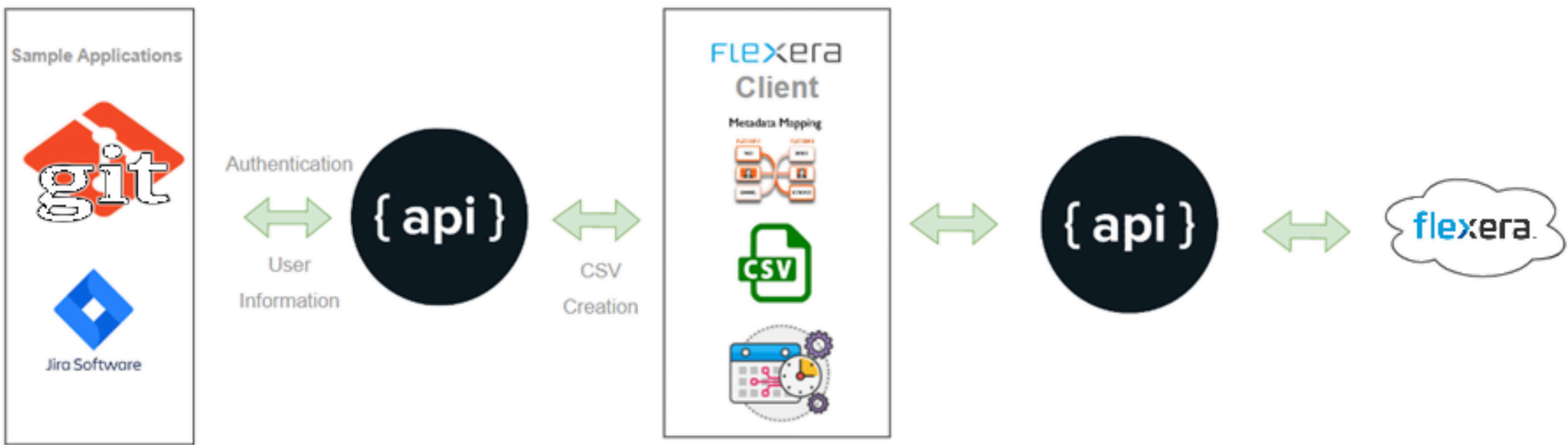

Developers ingest data via **API.** Activity analyzed for **60 days.**
Flexera initiates recovery: Immediate or after user notification.

Negotiating Power

elementum

Full-Cycle Software Procurement
Negotiate & Renew. Request & Bid.

#Licenses	Actual Usage
700	437
CSAT	Security Rating
Poor	High

Auto-initiate workflows:

Combine app health, usage data, and renewal information.

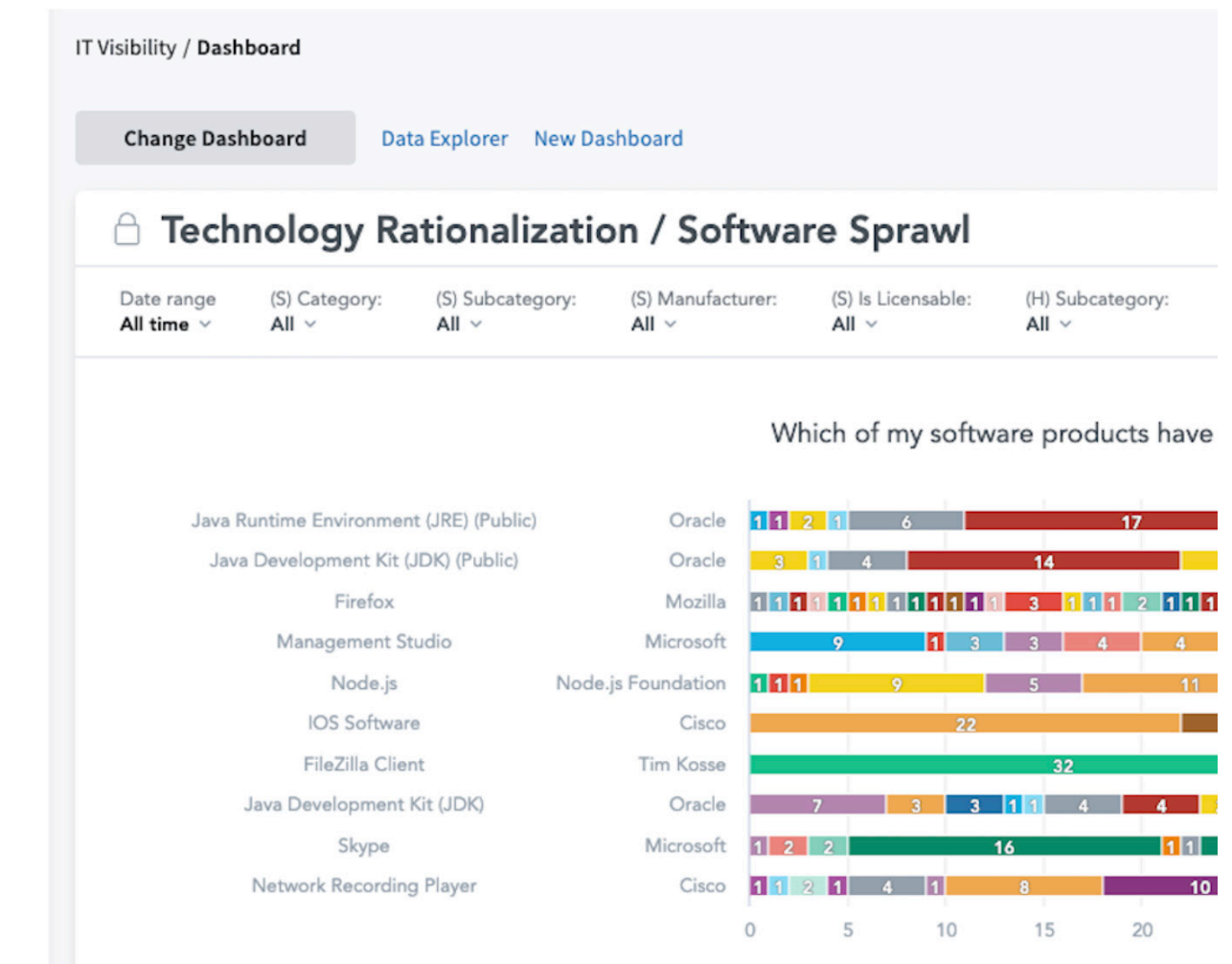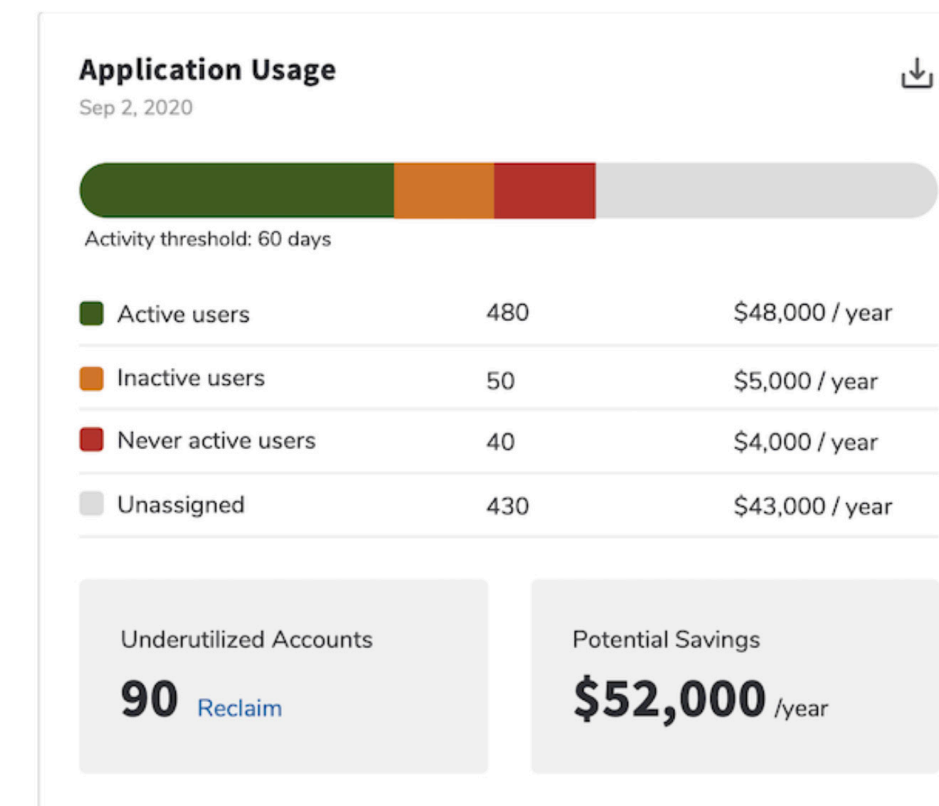Expand Vendor Coverage:

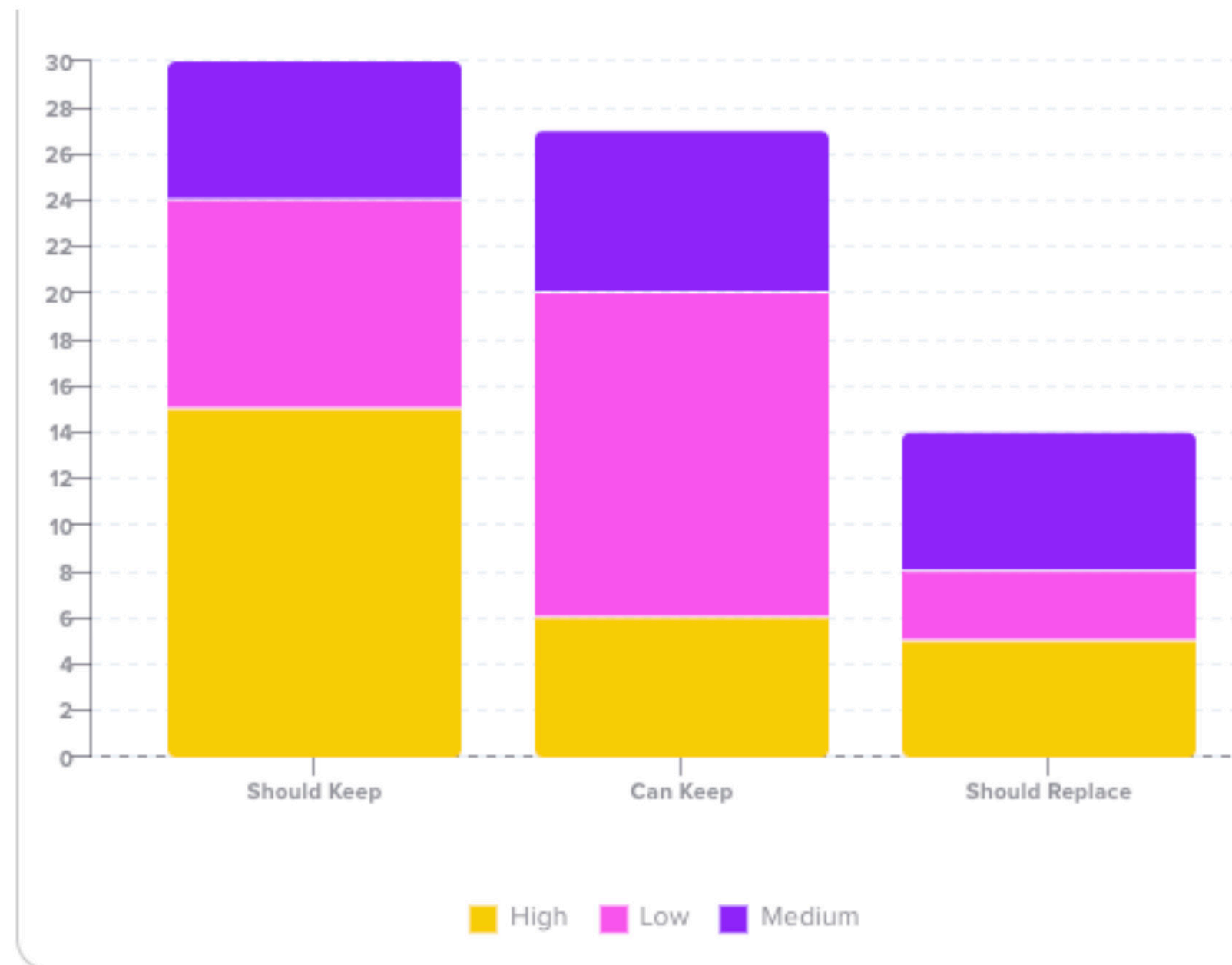Send RFPs and collect bids. Get the best price.

FLEXEra

SaaS Management Interface
Requires constant monitoring

Application Usage
Sep 2, 2020

Activity threshold: 60 days

Active users	480	$48,000 / year
Inactive users	50	$5,000 / year
Never active users	40	$4,000 / year
Unassigned	430	$43,000 / year

Underutilized Accounts	Potential Savings
90 Reclaim	**$52,000** /year

IT Visibility / Dashboard

Change Dashboard   Data Explorer   New Dashboard

Technology Rationalization / Software Sprawl

Date range	(S) Category:	(S) Subcategory:	(S) Manufacturer:	(S) Is Licensable:	(H) Subcategory:
All time	All	All	All	All	All

Which of my software products have

Java Runtime Environment (JRE) (Public)	Oracle
Java Development Kit (JDK) (Public)	Oracle
Firefox	Mozilla
Management Studio	Microsoft
Node.js	Node.js Foundation
IOS Software	Cisco
FileZilla Client	Tim Kosse
Java Development Kit (JDK)	Oracle
Skype	Microsoft
Network Recording Player	Cisco
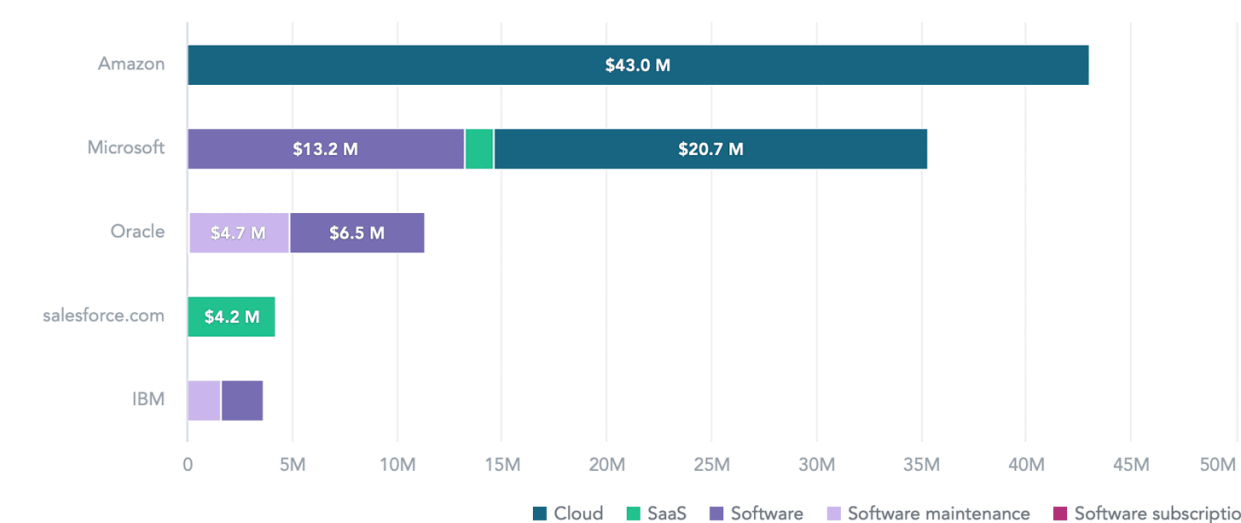
Rationalization
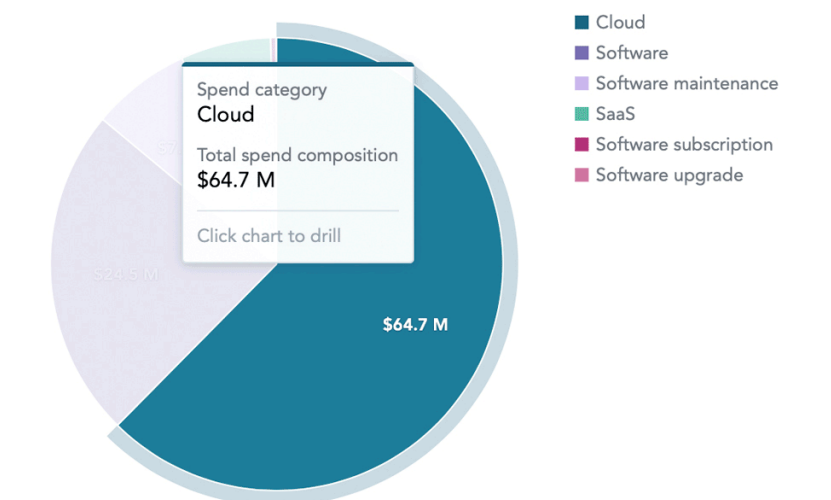
Compliance & Risk Management

elementum

Auto-Log Activity. Mitigate Risk.
Total Snowflake Oversight

Auto-detect anomalies, route issues, and take corrective action.

Passively maintain audit trails and streamline compliance.

FLEXEra

"Shadow" IT Discovery
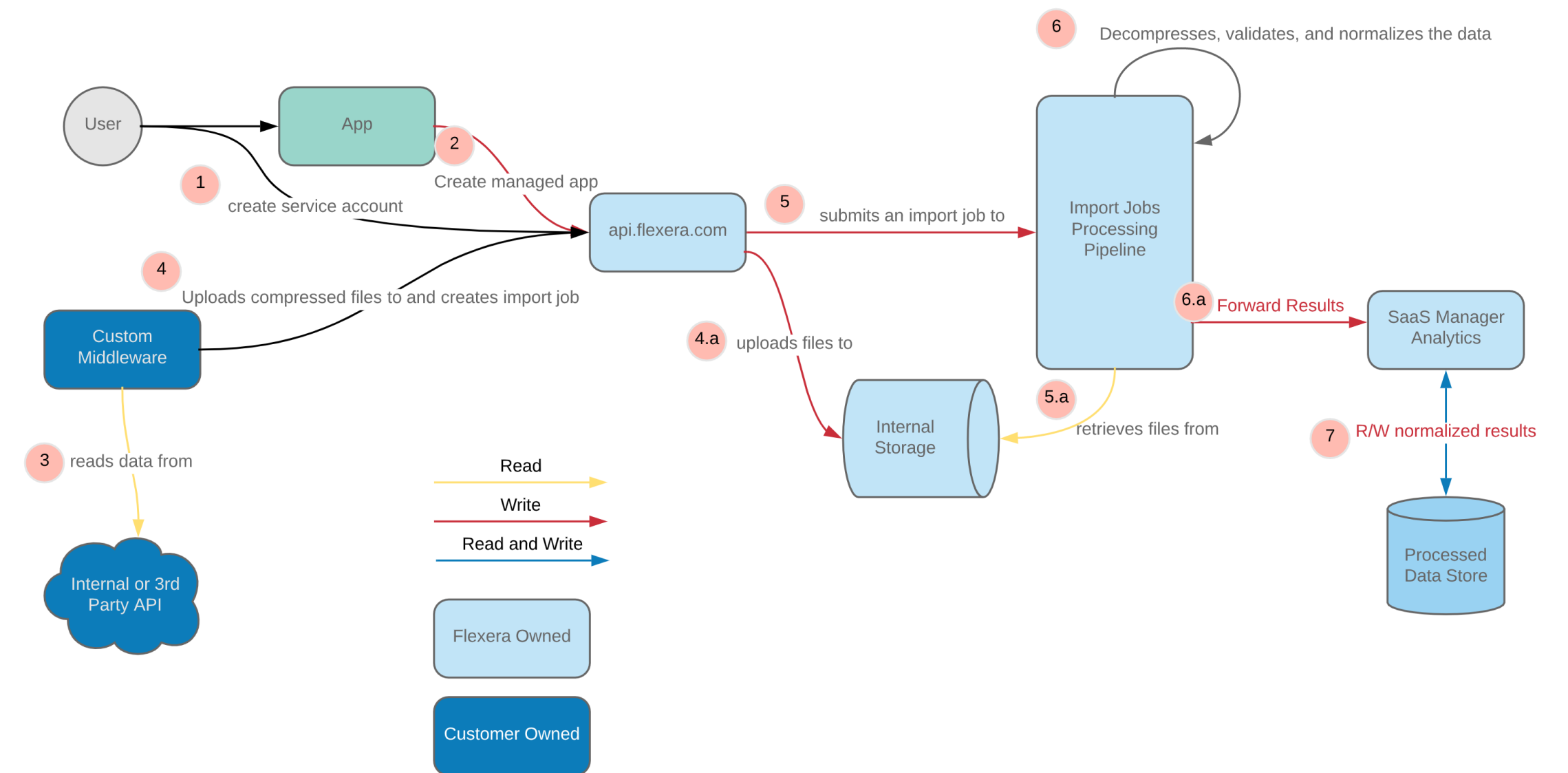Requires API Configuration

Limited insights.
Completely dependent on finance and expense software.

Head to Head

elementum

Data Driven Workflows:
Automates every process in the software lifecycle. Request. Approve. Procure. Optimize. Rationalize.

Methodology:
Predictive Machine Learning

Data Source:
Snowflake guarantees coverage.

Implementation:
Deploy, configure, optimize your portfolio in < 48 hours. No APIs or connectors needed.

Use Cases:
Procurement, End-to-End SaaS Management, IT, Risk Management, Supply Chain, Finance, Customer Lifecycle Management

FLEXEra

Flexera One:
Dedicated IT Asset Management and Reporting.

Methodology:
Rule-based.

Data Sources:
Ingest data via Single Sign-On or API. Requires IT to set up and configure every new app.

Implementation:
3-phase process takes months. API-level integration is required for each platform.
Get visibility into SaaS usage 6 months post-implementation.

Use Cases:
License Optimization, Entitlements and Negotiations, Audit Readiness, and IT Risk Management

Cost of Ownership

	elementum	FLEXera
Scale (Assuming: 5-30k assets)	$50k-$250k	$400,000 to $1.5 million
Licensing Model (Assuming: 3-20k licenses)	$0	$300,000 to $1 million/yr
Implementation and Deployment	1 Day / zero fees / zero minimum to start. No Professional Services Fees	6 months minimum. One-time Setup Cost: $50,000 to $300,000
Training and Support	Train the Trainer approach. No fees.	One-Time Training Costs: $30,000 to $150,000. Support Cost: $75,000 to $250,000/yr
Maintenance	Zero	Ongoing Maintenance: $40,000 to $200,000

Case Study:
SaaS Optimization

Technology:

50%
Savings on SaaS Spend
(Gartner Average 30%)

$3500
Savings Per Employee

80%
Unused Licenses Reclaimed

48 Hours
Time to Go-Live

48 Hours, Millions in Savings: How Snowflake Uses Elementum to Reclaim Unused Shelfware
Function & Use Case: | Procurement & IT: Automating Software License Management (SLM)

Challenge:
Reducing unused software licenses is a $MM opportunity, but 95% of organizations lack visibility into license utilization.

Solution:
Elementum proactively identifies underutilized software consumption and immediately takes action on license exceptions, requests, and renewals.

Value:
Elementum is the fastest, easiest to implement, and most cost-effective SLM solution for Snowflake customers.

Why Elementum?

Snowflake + Elementum: A Match Made in the Cloud
License Patrol, the Snowflake Native App for SLM was co-developed and is available as a free trial on the Snowflake Marketplace.

100% Software Visibility
Simply connect Elementum to Snowflake and let it take care of the rest.

End-to-End Automation
Not only can Elementum identify inactive users, it can automatically revoke licenses in Okta, Active Directory, and more.

Featured Capabilities:

Data Mining

App Marketplace

API-Out

Case Study:
Procurement

Financial Services:

60%
Shorter RFP Cycles

3x
Reduction in Service Costs

10x
RFP Intake Annually

Harnessing 4M Rows of Snowflake Data to Transform Drug Pricing Negotiations Into New Revenue Streams
Function & Use Case | Procurement: Automating RFP/RFQ Process

Challenge:
By paying for a third-party to run its labor-intensive and error-prone Request for Pricing (RFP) process, a premier insurance broker was giving up 75% of its revenue and missing opportunities to expand to new business.

Solution:
The broker can now self-manage its RFP process, capturing 100% of the revenue, and expand RFP coverage without incurring additional costs.

Value:
The insurance broker can now offer its clients the best rates, faster, and at a fraction of the cost as before.

Why Elementum?

Strategic Partnership with Snowflake
Tight alignment with Snowflake and Elementum. Introduction at Snowflake Summit '23.

The Swiss Army For Snowflake
More than just automations, Elementum enables Surveys, Enterprise-Grade Actionable AI, and more.

Workflow Automations, Snowflake-Scale
The broker can easily accommodate larger data sets, more complex RFP requirements, and larger vendor pools.

Featured Capabilities:

Surveys

Bulk Import

Generative AI