

Ten Areas to Cut Software Costs in a Crisis

At MetrixData 360, we want to help you understand that it is possible to save money on your software contracts in a time of crisis. Although it is not always easy, you can find ways to work with your vendors to help you reduce elements of your licenses. You will have to think of this as a negotiation and it will be one of the toughest that you have ever faced but remember the vendor will see nothing in it for them to reduce costs so you will need to demonstrate ingenuity and creativity in how you approach them. The key is to remember that it has been done by others and it can be done by you.

1. Maintenance Contracts



- You can save a lot of money through cutting unnecessary maintenance on software products.

2. Subscription Contracts



- Reduce your subscription count to ensure you only need what you're paying for.

3. Pre-Committed Cloud Spends (AWS/Azure)



- Cloud transitions usual mean unexpected spikes in spending. Time your Cloud deployment to when you can deal with that potential spike.

4. Consider Renewing/Extending Your Contracts



- Plan for a contract renewal now because it may be more difficult later.

5. Look at Maintenance Costs Compared to Rebuy Scenarios



- Sometimes it can prove more cost effective to simply buy a new license as opposed to simply maintaining an old one.

6. Look for spots that IT can Re-Architect to save license costs



- Clean out the clutter and reduce the amount of redundancies in your architecture.

7. Review Contracts and All Clauses that Speak to Licensing or Costs



- Take some time to know your contracts inside and out. A close examination may very easily reveal cost saving opportunities.

8. Trade-In Unneeded licenses Under Support



- If you have licenses that are supported by your company that aren't needed or used, you can negotiate a one-time trade in. This can get you things you can use or will need in the future.

9. Review your IT Environment for Duplicate Functionality



- Make sure no two things in your software architecture are doing the same job.

10. Review Usage / Metering / Functionality



- You may find opportunity to reclaim and reuse old licenses. Most often this beats buying another one!

Bonus Tip: Annual Price Increases in Support



- Try to get out of it if you can, or at least keep it as it is.

For more information on how **Metrix Data 360** can support your business through this economic turmoil, you can contact us and we'd be happy to answer any of your software licensing related questions.

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