



Software Rationalization & Cost Optimization

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FRAGMENTED CATEGORIES

64

Categories containing ≥ 3 distinct paid vendors performing the same function.



REDUNDANT APPLICATIONS

412

Total count of non-incumbent installations identified as candidates for removal.



HIGHEST COST REDUNDANCY

Business Intelligence

4 Distinct Paid Platforms

Tableau, Alteryx, SAS, and PowerBI overlap creates major optimization potential.



OPTIMIZATION STRATEGY

Rule of One

Strategic goal to retain only one "Incumbent" application per business capability.



POTENTIAL OPTIMIZATION

\$480,000+

Est. Addressable Spend

Estimated annual savings if 80% of redundant workloads are consolidated.



BROWSER SPRAWL

7

Distinct Engines

High variance (Edge, Chrome, Firefox, Brave, Vivaldi, Waterfox) increases attack surface.

COMMUNICATION & COLLABORATION

Video Conferencing & Chat

ROLE	PRODUCT NAME	VENDOR	INSTALL COUNT	RATIONALIZATION OPPORTUNITY
INCUMBENT	Microsoft Teams	Microsoft	6,102	Retain as Enterprise Standard (included in M365).
REDUNDANT	Zoom	Zoom	441	Review. Consolidate general users to Teams; retain only for specialized needs.
REDUNDANT	Cisco Webex	Cisco	1,114	Review / Decommission. Direct functional overlap with Teams.
REDUNDANT	Slack	Salesforce	373	Review. High cost (\$150/yr/user). Creates information silos vs Teams.
REDUNDANT	Cisco Jabber	Cisco	205	Decommission. Legacy tool superseded by Webex/Teams.
REDUNDANT	Bluejeans	Verizon	3	Decommission.

ANALYSIS:

The organization is supporting four major collaboration stacks: Teams, Zoom, Webex, and Slack. While some specific departments may have valid reasons for staying on Slack or Zoom (e.g., external client requirements), the sheer volume of overlapping licenses (1,114 Webex users) suggests a significant portion of this spend is redundant.

RECOMMENDATIONS:

- Mandate Microsoft Teams for all internal meetings and chat to maximize M365 ROI.
- Conduct a utilization audit of the 1,114 Webex users; migrate those without specific feature dependencies to Teams.
- Limit Zoom licenses to "Host-only" assignments for users who must organize external webinars.

BUSINESS INTELLIGENCE & ANALYTICS

Data Visualization & Reporting

ROLE	PRODUCT NAME	VENDOR	INSTALL COUNT	RATIONALIZATION OPPORTUNITY
INCUMBENT	Power BI Desktop	Microsoft	3,248	Retain. Enterprise Standard.
REDUNDANT	Tableau Desktop	Salesforce	161	Review. High cost (\$70/mo). Verify unique need vs Power BI.
REDUNDANT	Alteryx Designer	Alteryx	18	Review. Very high cost (\$5,195/yr). Can Power BI Dataflows replace this?
REDUNDANT	Qlik Sense Desktop	Qlik	14	Decommission. Fragmented BI standard. Migrate to Power BI.
REDUNDANT	SAS	SAS	994	Review. Legacy statistical tool. Potential to migrate to Python/R or Azure ML?

ANALYSIS:

While Power BI is the volume standard, the presence of Tableau, Alteryx, and SAS indicates specific high-value workflows. However, running three visualization stacks (Power BI, Tableau, Qlik) often creates "report confusion." The 161 Tableau users alone represent a potential ~\$135k/year optimization if they can be migrated.

RECOMMENDATIONS:

- Freeze new Tableau and Alteryx license purchases pending a needs analysis.
- Audit the 161 Tableau users: Migrate "Viewers" to Power BI immediately. Retain "Creators" only if migration cost exceeds license savings.
- Standardize on Power BI for all general corporate reporting to ensure a single source of truth.

SECURITY & IDENTITY MANAGEMENT

Endpoint Protection

ROLE	PRODUCT NAME	VENDOR	INSTALL COUNT	RATIONALIZATION OPPORTUNITY
INCUMBENT	CrowdStrike Falcon	CrowdStrike	5,643	Retain. Primary Enterprise EDR.
REDUNDANT	Trellix (McAfee) Agent	Trellix	3,372	Review / Decommission. Potential dual-agent overlap.
REDUNDANT	Cybereason Sensor	Cybereason	3	Decommission.
REDUNDANT	Symantec Endpoint	Broadcom	19	Decommission. Legacy agent.

ANALYSIS:

Running CrowdStrike and Trellix simultaneously on over 3,000 endpoints typically results in performance degradation and doubled licensing costs. Unless Trellix is being used for a specific module not covered by CrowdStrike (e.g., Drive Encryption only), this represents a consolidation opportunity.

RECOMMENDATIONS:

- Verify if Trellix is active or a remnant of a previous deployment.
- Commit to CrowdStrike as the single source of truth for endpoint security if feature parity is confirmed.
- Aggressively uninstall legacy Symantec agents.

Password Management

ROLE	PRODUCT NAME	VENDOR	INSTALL COUNT	RATIONALIZATION OPPORTUNITY
INCUMBENT	1Password	AgileBits	512	Retain (Assuming Corporate Standard).
REDUNDANT	Keeper	Keeper Security	16	Review / Decommission. Consolidate to 1Password.

ROLE	PRODUCT NAME	VENDOR	INSTALL COUNT	RATIONALIZATION OPPORTUNITY
REDUNDANT	LastPass	GoTo	12	Review / Decommission. Consolidate to 1Password.
REDUNDANT	KeePass	Open Source	41	Review. Local-only storage is hard to audit. Migrate to Enterprise tool.
ANALYSIS: Fragmented password vaults increase the risk of credential theft and make offboarding employees difficult. Allowing Keeper and LastPass usage creates islands of unmanaged credentials outside the corporate standard.				
RECOMMENDATIONS: - Enforce a single password manager policy. Migrate all Keeper/LastPass vaults to 1Password. - Block browser extensions for non-standard password managers to encourage adoption of the incumbent tool.				

CLOUD CONTENT & STORAGE

File Sharing & Storage

ROLE	PRODUCT NAME	VENDOR	INSTALL COUNT	RATIONALIZATION OPPORTUNITY
INCUMBENT	OneDrive / SharePoint	Microsoft	5,800	Retain. Included in M365.
REDUNDANT	Box	Box	94	Review. High cost (\$15/mo/user). Check for legacy integrations.
REDUNDANT	Dropbox	Dropbox	6	Decommission. High compliance risk.
REDUNDANT	Tresorit	Tresorit	1	Decommission.
REDUNDANT	Google Drive	Google	34	Review. Data leakage risk if personal accounts are used.

ANALYSIS:

The organization pays for OneDrive for every user via M365. Paying an additional ~\$17,000/year for Box (94 users) should be challenged unless there is a specific legacy integration requirement that cannot be migrated to SharePoint.

RECOMMENDATIONS:

- Block Dropbox and Google Drive at the network gateway to prevent data exfiltration.
- Conduct a migration study for the 94 Box users to determine if they can move to SharePoint/OneDrive before the next renewal.

PRODUCTIVITY & PROJECT MANAGEMENT

Project Management

ROLE	PRODUCT NAME	VENDOR	INSTALL COUNT	RATIONALIZATION OPPORTUNITY
INCUMBENT	Microsoft Project	Microsoft	156	Retain. Standard for complex projects.
REDUNDANT	Asana	Asana	45	Review. SaaS spend overlap. Consider MS Planner/To-Do?
REDUNDANT	Smartsheet	Smartsheet	22	Review. Overlap with MS Project/Excel/Planner.
REDUNDANT	Monday.com	Monday.com	12	Review. Fragmented task management.

ANALYSIS:

Using four different platforms (Project, Asana, Smartsheet, Monday) makes resource planning across the organization impossible and splits data visibility. This is a classic area of "Shadow IT" credit card spend.

RECOMMENDATIONS:

- Define project tiers: MS Planner for simple tasks, MS Project for complex PMO needs.
- Survey Asana/Monday users to see if their workflows can be accommodated in the Microsoft stack to save on subscription fees.

PDF Editors

ROLE	PRODUCT NAME	VENDOR	INSTALL COUNT	RATIONALIZATION OPPORTUNITY
INCUMBENT	Acrobat Reader / DC	Adobe	5,420	Retain as standard viewer/editor.
REDUNDANT	Nitro PDF Pro	Nitro	993	Review. Significant spend. Duplicates Adobe functionality.
REDUNDANT	PDF Architect	pdfforge	11	Decommission. Unnecessary complexity.
REDUNDANT	Foxit PDF Reader	Foxit	1	Decommission.

ANALYSIS:

993 installs of Nitro PDF Pro alongside an Adobe enterprise footprint suggests a fragmented procurement strategy (e.g., dual-licensing). Consolidating to a single vendor agreement is critical to maximize volume discounts.

RECOMMENDATIONS:

- Select ONE PDF editing standard (Adobe OR Nitro). Running both at scale prevents volume discount leverage.
- Migrate the 993 Nitro users to the chosen standard, or verify if they can be downgraded to the free Adobe Reader.

INFRASTRUCTURE & DEVELOPMENT

Remote Access & Support

ROLE	PRODUCT NAME	VENDOR	INSTALL COUNT	RATIONALIZATION OPPORTUNITY
INCUMBENT	Remote Help / SCCM	Microsoft	5,800	Retain for internal IT support.
REDUNDANT	TeamViewer Host	TeamViewer	21	Decommission. High cost/risk. Consolidate to Microsoft tools.

ROLE	PRODUCT NAME	VENDOR	INSTALL COUNT	RATIONALIZATION OPPORTUNITY
REDUNDANT	AnyDesk	AnyDesk	18	Decommission. High security risk.
REDUNDANT	SecureCRT	VanDyke	20	Review. Paid SSH client (\$99). Replace with PuTTY/MobaXterm?
REDUNDANT	RealVNC	RealVNC	201	Decommission. Insecure legacy protocol.

ANALYSIS:

High Security Risk. Unmanaged instances of AnyDesk and TeamViewer are common entry points for ransomware. Having 20 paid SecureCRT licenses when Putty/MobaXterm are available free is likely unnecessary spend unless specific emulation features are required.

RECOMMENDATIONS:

- Block network ports associated with AnyDesk and TeamViewer immediately.
- Standardize on MobaXterm (Free version) or PuTTY for SSH needs, reclaiming SecureCRT licenses where possible.

Developer Tools (IDEs & DBs)

ROLE	PRODUCT NAME	VENDOR	INSTALL COUNT	RATIONALIZATION OPPORTUNITY
INCUMBENT	Visual Studio Code	Microsoft	1,483	Retain as standard editor.
REDUNDANT	IntelliJ IDEA / PyCharm	JetBrains	89	Review. High cost. Verify active development usage.
REDUNDANT	Red Gate SQL Tools	Red Gate	139	Review. Expensive suite. Can native SSMS features suffice?
REDUNDANT	Toad for Oracle	Quest	45	Review. Very high cost. Compare vs SQL Developer (Free).
REDUNDANT	Notepad++	Don Ho	520	Retain (Free). Monitor for outdated versions.

ANALYSIS:

Developer tools are often expensed on personal cards, leading to sprawl. 139 Red Gate licenses and 45 Toad licenses represent significant annual maintenance fees. Many features in these tools are now available in free Microsoft alternatives (SSMS, Azure Data Studio), though power users may still require them.

RECOMMENDATIONS:

- Conduct a "tool utilization" survey for Red Gate and Toad users. If advanced features aren't used daily, migrate to SSMS or Oracle SQL Developer.
- Consolidate JetBrains licenses into an "All Products Pack" if users are buying individual IDEs separately.

TOP 3 STRATEGIC IMPACT RISKS

CRITICAL RATIONALIZATION OPPORTUNITIES

- **COLLABORATION TOOL OVERLAP:**

Paying for Zoom, Webex, and Slack while owning Microsoft 365 (Teams) represents a significant consolidation opportunity. Validating business requirements for the non-Microsoft tools could unlock substantial savings.

- **BI FRAGMENTATION:**

The simultaneous use of Tableau, Alteryx, Qlik, and Power BI creates conflicting data narratives and excessive licensing fees. Standardizing on the Microsoft stack (Power BI) leverages existing entitlement and unifies reporting.

- **SECURITY REDUNDANCY:**

Running concurrent agents for CrowdStrike, Trellix, and various password managers wastes system resources and budget. Consolidating to single-platform standards (e.g., CrowdStrike + 1Password) improves posture and reduces OpEx.

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