



**Get huge savings
on your SaaS and cloud**

SaaS was meant to save your team's resources, but now it's draining them

Is SaaS
a work
booster or
a money
drain?

CASE 01

An ex-employee kept using
a \$3000 app for two years
after leaving the company

CASE 02

A company paid \$10k for
20 software seats, yet only
2 people were using it

CASE 03

Suspending a subscription
for a tool erased 4 years
of invaluable marketing data

and these scenarios
aren't the worst....

How does
that even
happen?

Blame it on:

- 1. Manual SaaS management in spreadsheets
- 2. Costly and complex SaaS management tools
- 3. Endless negotiations with software vendors

SaaS spend management

File Edit View Insert Format Data Tools Extensions Help

100% 123

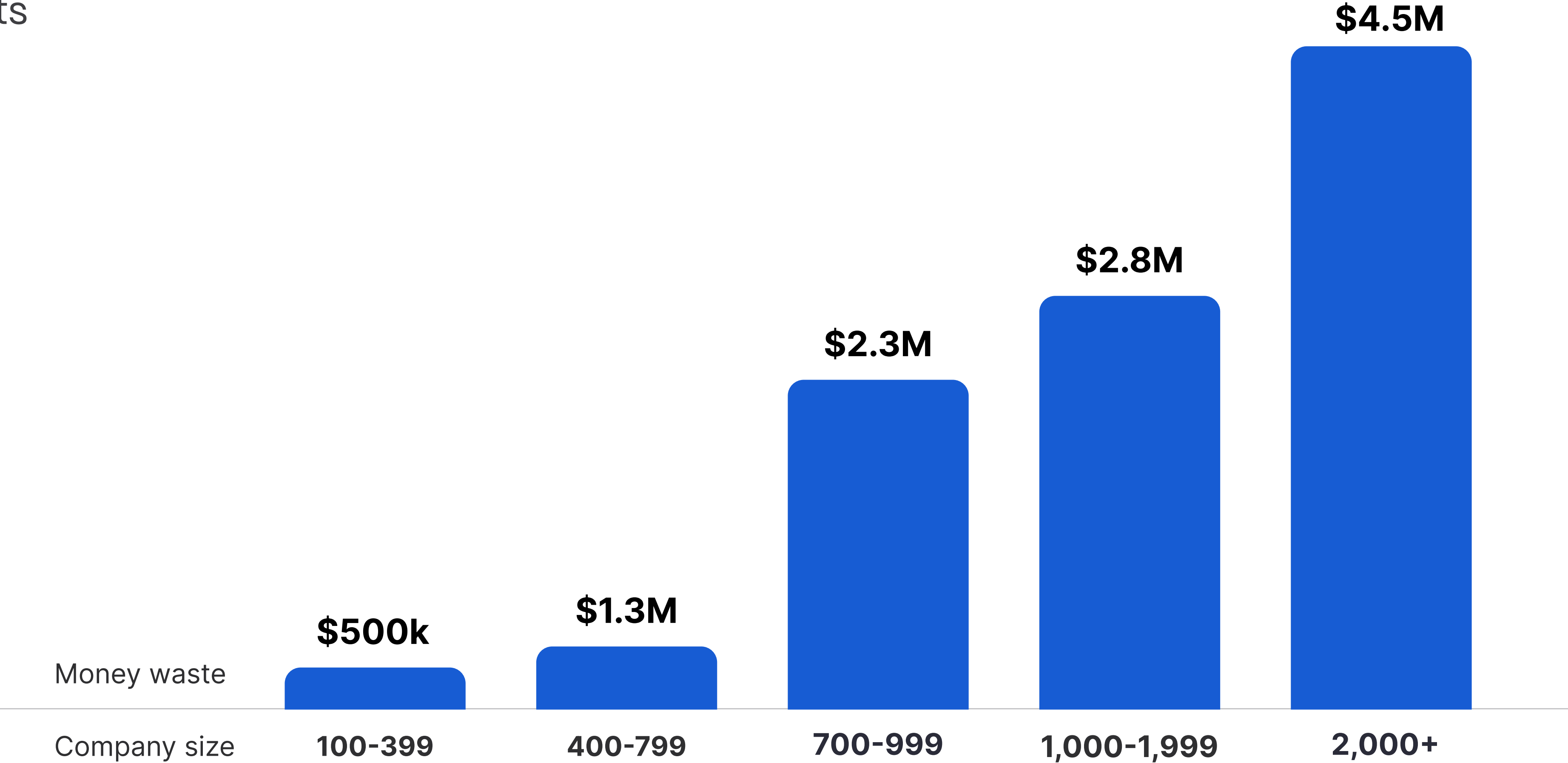
G14

=IF(E14="Monthly", D14*C14*12,D14*C14)

	A	B	C	D	E	F	G	H	I
1	Service	Pricing Plan (type of licenses)	License cost (including tax)	Number of licenses	Billing cycle	Monthly Spending	Yearly spending	A link to the latest invoice	
2	Hubspot		\$18,669.24	100	Annual	€0.00	\$1,866,924.00	https://drive.google.c	
3	Coreweave	GPU	\$2,500.00	30	Monthly	\$75,000.00	\$900,000.00	https://drive.google.c	
4	DOIT International USA Inc	AWS	\$7,000.00	1	Monthly	\$7,000.00	\$84,000.00	https://drive.google.c	
5	Google Workspace	Business Standard	€10.40	600	Monthly	€6,240.00	€74,880.00		
6	Slack	Pro	\$8.75	500	Monthly	\$4,375.00	\$52,500.00	https://drive.google.c	
7	GitLab	Premium	\$348.00	70	Annual	\$0.00	\$24,360.00	https://drive.google.c	
8	CARTA (ESHARES)		\$635.77	3	Monthly	\$1,907.31	\$22,887.72	https://drive.google.c	
9	SUPPORTYOURAPP LIMITED		\$1,250.00	1	Monthly	\$1,250.00	\$15,000.00	https://drive.google.c	
10	WEIGHTS AND BIASES, INC	Enterprise	\$40.00	30	Monthly	\$1,200.00	\$14,400.00		
11	DATADOG.INC	Datadog Pro	\$1,100.00	1	Monthly	\$1,100.00	\$13,200.00	https://drive.google.c	
12	ORACLE	Bare Metal Servers	Tons of money				Classified		
13	Grammarly		\$174	60	Annual	\$0.00	\$10,440.00		
14	Atlassian	Jira Software (Cloud),	\$8.15	60	Monthly	\$489.00	\$5,868.00	https://drive.google.c	
15	Atlassian	Confluence (Cloud), S	\$6.05	60	Monthly	\$363.00	\$4,356.00	https://drive.google.c	
16	Notion	Plus Plan	\$10.00	25	Monthly	\$250.00	\$3,000.00		
17	SENTRY		\$200.00	1	Monthly	\$200.00	\$2,400.00		
18	app.brand24.com		\$179.00	23	Monthly	\$4,117.00	\$49,404.00		
19	Regus		\$173.00	1	Monthly	\$173.00	\$2,076.00		
20	ZOOM.US	Zoom One Pro	\$15.99	8	Monthly	\$127.92	\$1,535.04		
21	Mixpanel, Inc.	Growth Plan at 18M E	\$1,440.00	3	Annual	\$0.00	\$4,320.00		
22	HIVE AI SAN		\$100.00	1	Monthly	\$100.00	\$1,200.00		
23	CLEVERBRIDGE		\$1,088.99	1	Annual	\$0.00	\$1,088.99		
24	Atlassian	AIO Tests: QA Testing	\$1.25	60	Monthly	\$75.00	\$900.00	https://drive.google.c	
25	Dropbox		\$65.00	1	Monthly	\$65.00	\$780.00		
26	Adobe	Audition	\$40.79	30	Monthly	\$1,223.70	\$14,684.40		

On average, a 1,000–employee company
wastes \$2.5M annually due to:

- 1. Hidden SaaS costs
- 2. Wasted licenses
- 3. Redundant apps



To stop wasting money – you need a solution that ticks these boxes:



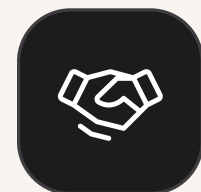
Accurate price benchmarks

Let you know where you're overpaying and show you how much you can save



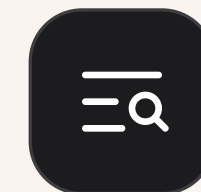
Up to 50% immediate savings

Give you discounts out of the box so that you cut your SaaS expenses instantly



86% success in vendor negotiation

Simplify negotiations and gain you the best terms on every upcoming SaaS renewal



Efficient SaaS management tool

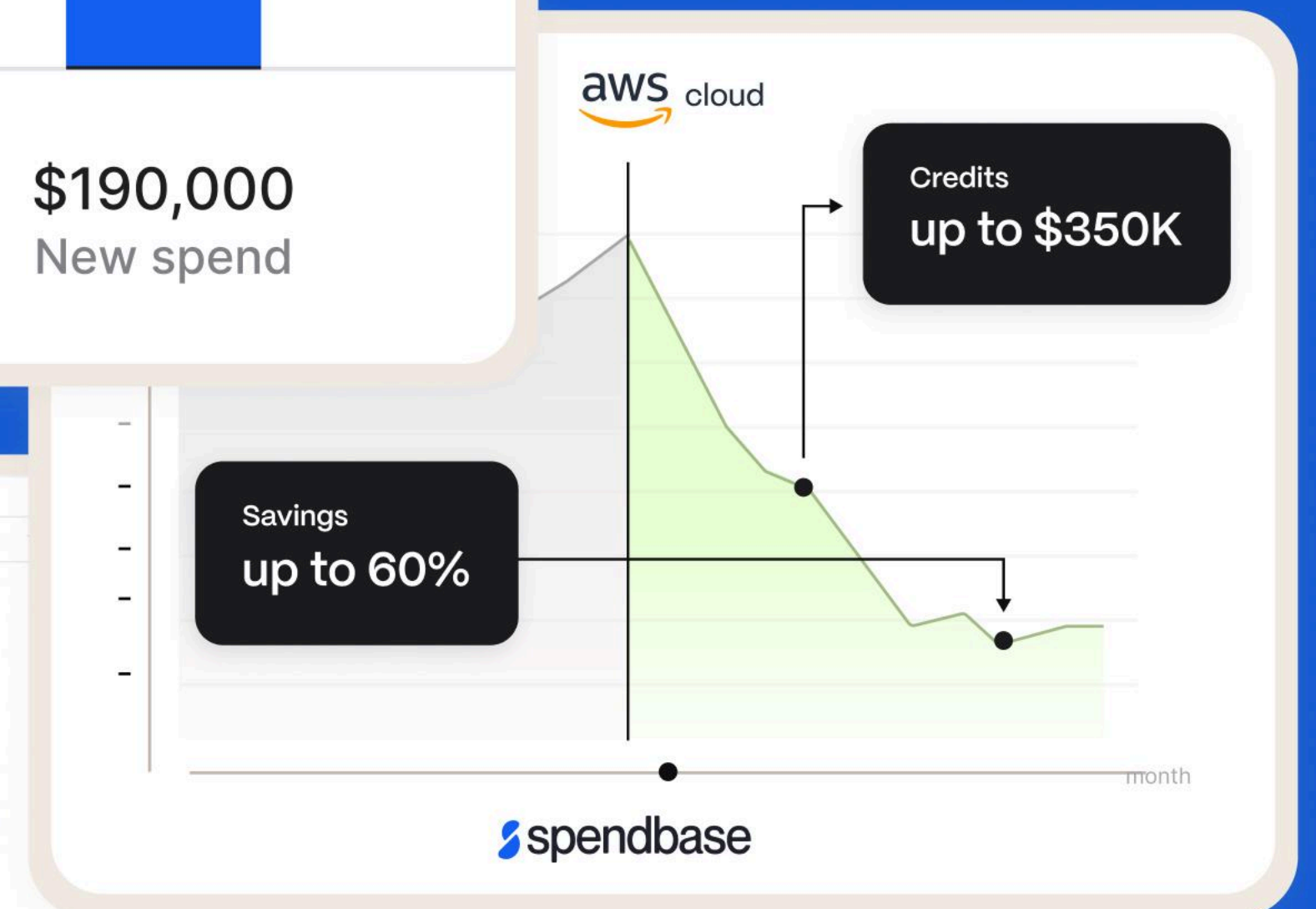
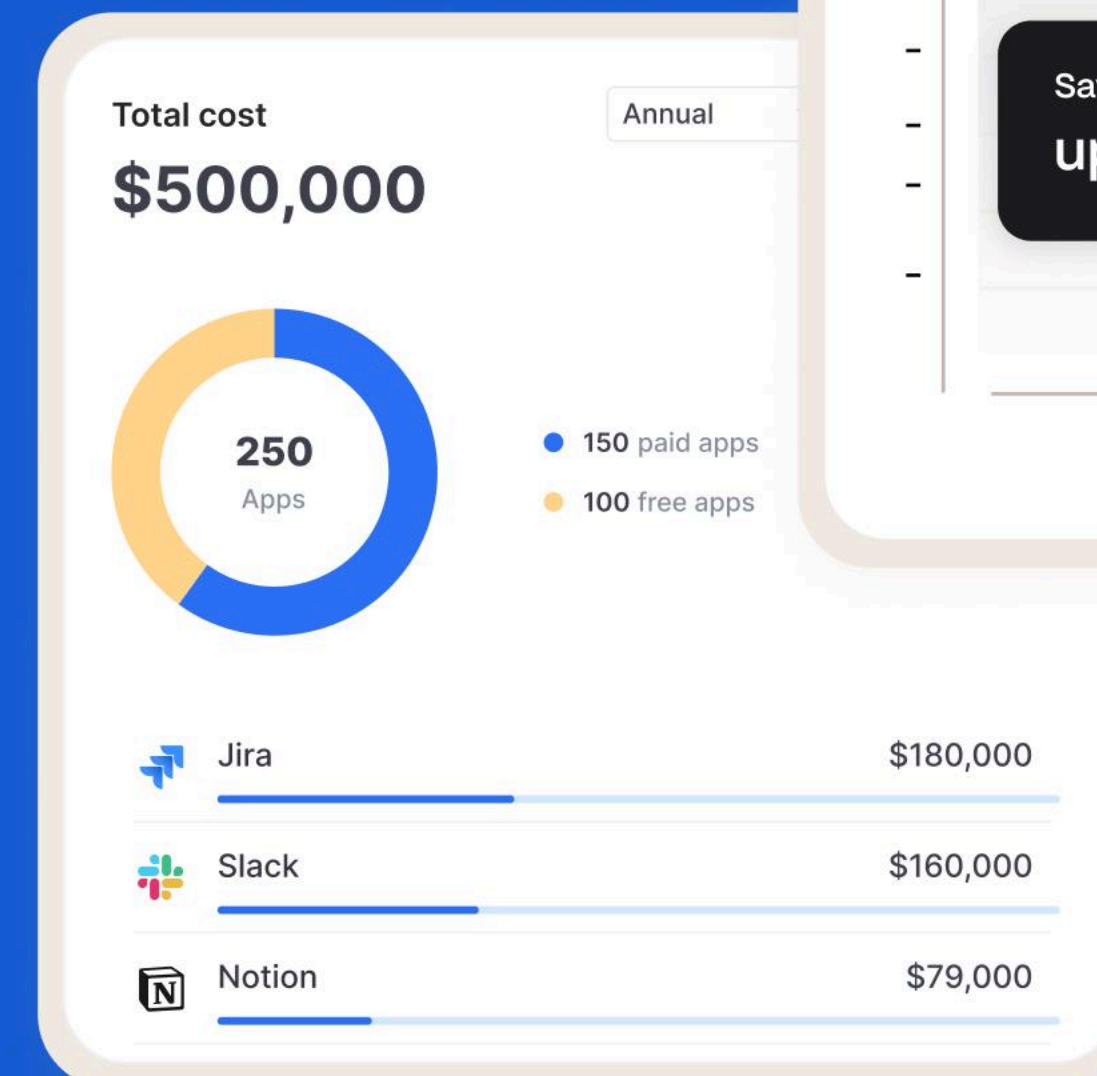
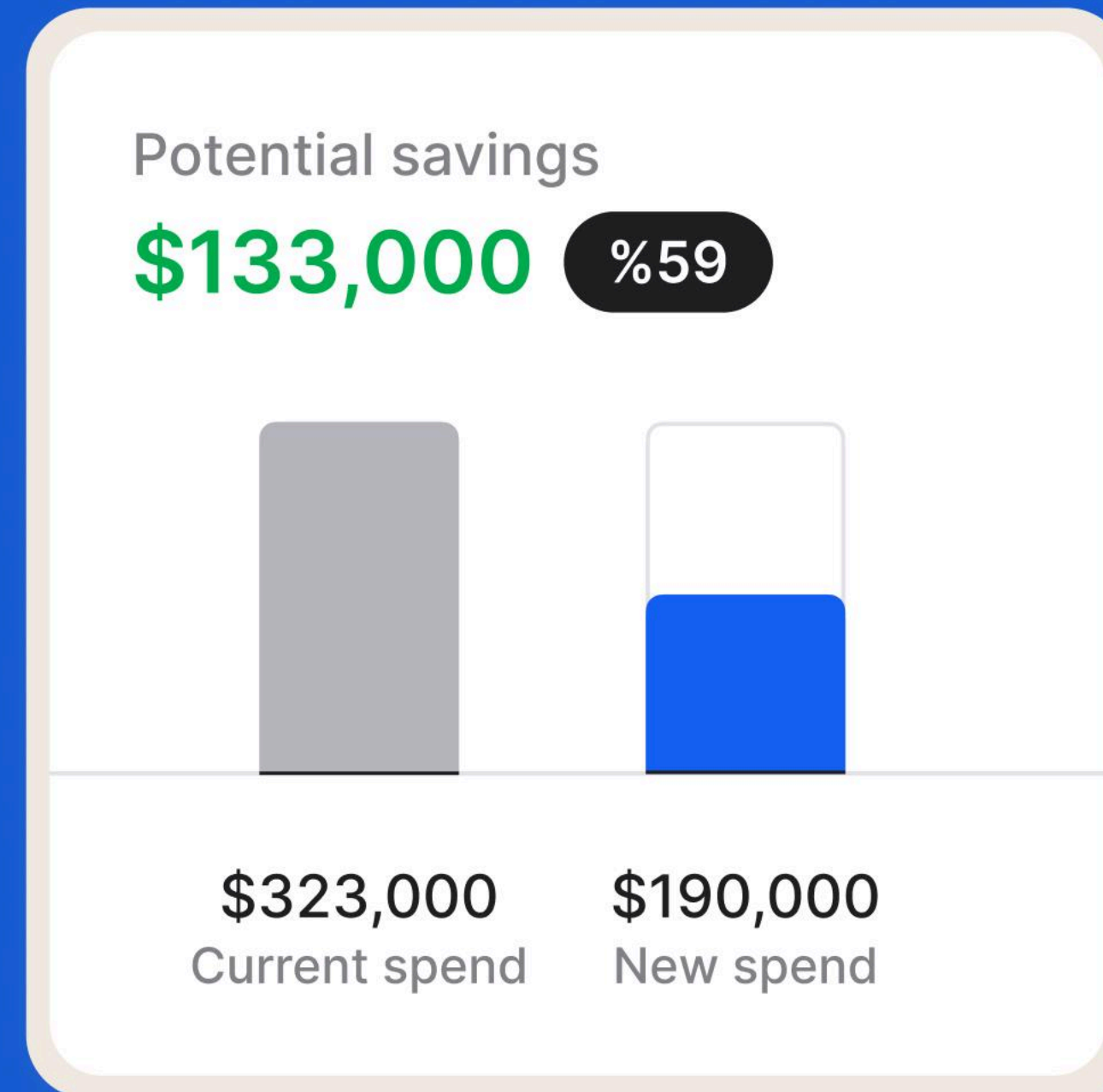
Give you the tool to monitor SaaS usage and spending and control procurement

Spendbase gives it all, with savings-based pricing model

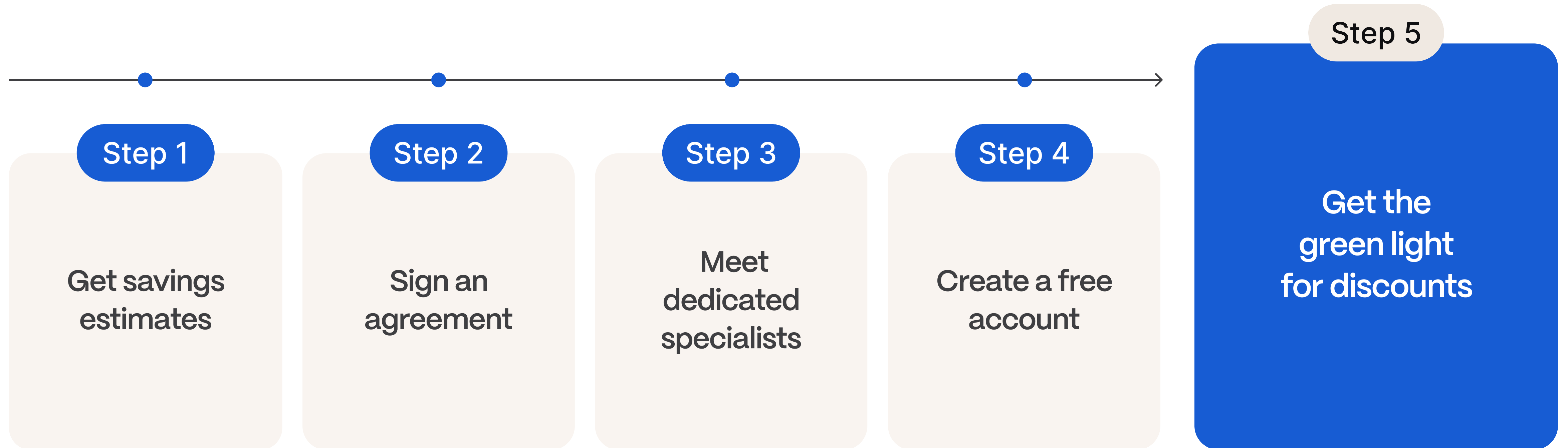
All in one place

- ✓ SaaS discounts
- ✓ Negotiation support
- ✓ Management tool


The best part, you'll see savings
before paying a dime





Let's get the ball rolling





Benefit from 50+ reseller discounts


 LastPass up to -40%


 Keeper up to -30%


 Zendesk up to -30%


 1password up to -30%


 ClickUp up to -25%

 Bitwarden up to -30%


 PandaDoc up to -25%

 ClickUp up to -25%


 Adobe up to -24%


 Google Workspace up to -20%


and more


 Freshdesk up to -20%


0%


 Dropbox up to -20%

 Pipedrive up to -20%

 Asana up to -20%

 ESET up to -20%

 Microsoft 365 up to -17%



Get reseller discounts within a day or two:

Step 1

Give us billing permissions as an official reseller

Step 2

Retain complete control over your account

Step 3

See our partner discounts apply to your bills


Step 4


Use software at a fraction of its cost


Step 5


Share with us 25% of savings


Get TOP deals with vendor negotiation support


 NetHunt 60%


 GitHub 100%


 Canva 100%


 Grammarly 100%


 HubSpot 75%


 OpenVPN 60%


 Vimeo 42%

 Slack 50%

 Miro 30%


 Front 50%

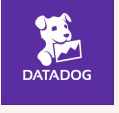
 Peopleforce 30%


 Pipedrive 25%


and more


50%


 Intercom 20%


 Datadog 20%

 Hotjar 20%

 Amplitude 20%

 Ahrefs 20%

 Apollo 20%



Get better terms from vendors with every renewal:

Step 1

Let us estimate potential savings for the SaaS on your portfolio

Step 2

Delegate negotiations to a dedicated expert from Spendbase

Step 3

Ger the best terms and custom discounts directly from vendors

Step 4

Enjoy reduced SaaS prices, for months, years, or forever

Step 5

Share with us 25% of savings after you get them



**Save
up to 60%
on cloud**

Optimize AWS cloud

Access AWS promo programs
and cover your bill with credits

\$250k

POC AWS Credits

\$100k

AWS Activate Credits

\$350k

AI Startup Credits

Do the Well-Architected
Framework review for free and
enjoy the efficient cloud

WAFR

- Operational Excellence
- Security
- Reliability
- Performance Efficiency
- Cost Optimization
- Sustainability

Enjoy AWS discounts and low rates

Access low rates and saving opportunities that previously only enterprises could get

3% OFF Volume discount

Achieve instant savings on the entire AWS bill with our group buying power

50–90% OFF CloudFront CDN

Scale media traffic with the lowest rates for the content delivery network

≤ 72% OFF Compute & Storage

Benefit from Saving Plans and Reserved Instances without lock-ins



**Umbrella AWS
Organization**



**No long-term
commitments**



**Billing-only access
level to account**



**Your code and data
are secure**

SaaS management & Procurement platform

Ensure your entire SaaS portfolio stays on your radar from request to renewal

Loved by users & certified by experts

Leader

FALL 2024

Leader

SUMMER 2024

Leader

SPRING 2024

Momentum Leader

SPRING 2024

4.8/5 on G2

Software audit

Applications

All Paid Free

Search

Department: All

Application	Owner	Department	Users	Last used	Annual cost
HubSpot	Emily...	Sales	15	Yesterday	\$17,880
			150	2 days ago	\$30,240
			329	14 days ago	\$24,000
			411	2 days ago	\$10,800
			1,000	Today	\$90,000
			200	Today	\$117,000

Renewal management

Welcome

Total cost \$500,000

250 Apps

150 paid apps 100 free apps

Jira	\$180,000
Slack	\$160,000
Notion	\$79,000
Figma	\$62,000

Renewals

This month (Feb)

\$62,799

Procurement control

Procurement > Software request Pending

Slack Submitted 1h ago

Overview Activity 2

Requested by Alex Garcia a.garcia@spacex.com

Request category New software

Vendor Slack

Expected price \$5,000

Payment type Yearly

Department Core

Due date May 15, 2024

Approval in progress

Approved Alena Curtis

Require Charlie Arcand (You)

Require Chance Westervelt

Request approved

Decline Approve

Pricing

Get better contract terms, subscription plans and SaaS visibility without risks, hassles, or upfront fees

Your Savings

25%

Savings-based:

25% pay-as-you-save

Cost optimization

Get better terms without risks, hassles, or upfront fees

What's inside:

- ✓ Free SaaS spend analysis
- ✓ 100+ tailored discounts
- ✓ Discounts for cloud services
- ✓ Subscription plan optimization
- ✓ SaaS consolidation advice
- ✓ Vendor relations management
- ✓ Contract terms negotiation

SaaS management*

Use our platform for free to manage and track an unlimited number of apps and licenses

Features:

- ✓ SSO logins tracking
- ✓ Browser extension for non-SSO logins tracking
- ✓ Shadow IT discovery
- ✓ SaaS management
- ✓ Renewal management

*Free plan. For pricing and features available for the Premium plan, visit spendbase.co

Our customers save **average 39%** on SaaS and **up to 60%** on cloud



Preply

We saved over \$128,500 on Software

Timothée LEON-DUFOUR
Global IT Manager



LEMON.IO

We got \$100K in cloud credits

Anvar Azizov
Chief Technology Officer



ein-des-ein
Software development

We didn't know such savings were possible

Michael Chepurnyak
CEO and founder at ein-des-ein



SALESAR

We are now saving about \$2000 monthly on SaaS

Timothée LEON-DUFOUR
Global IT Manager



Ling

Got 45-50% discounts on SaaS and freed up time

Jarir Mallah
Human Resources Manager



WHIMSY GAMES

Pricing model makes Spendbase a no-brainer

Anton Kotelevsky
Head of IT at Whimsy

Case study: Preply saves over \$128,500 and gets complete SaaS visibility



- Online language learning platform
- Founded in 2012
- 650+ employees worldwide



"By connecting to our IDPs and using OOTB direct integrations with several apps, Spendbase shows us how often each app is used."

Timothée Leon-Dufour, Global IT Manager

Optimal SaaS portfolio

Preply reached out for a free SaaS spend analysis to identify cost-saving opportunities for their most costly software.

Our experts explained how Preply could diversify license volume into different subscription and license tiers and helped the company save \$128,500 on expensive contracts.

On top of that, for every app tracked by Spendbase, the Preply IT Team could see the overall usage of licenses.

Analyzing app usage allowed Preply ensure that unnecessary subscriptions are promptly removed and keep the app portfolio and license volumes relevant at all times.

Gains & Wins

SaaS discounts

25%  

Annual savings

\$128,500

Case study: UnitedTech

saves \$15,964 monthly and earns \$4,800 in credits



- Mobile and web app development
- Founded 2016
- 201–500 employees

"The savings we've achieved have been impressive. I'd recommend it to any company aiming to reduce their AWS spending and boost efficiency."

Ihor Buts, COO at UnitedTech

