

Are You Spending Too Much on IT?



**FOUR PROVEN STRATEGIES
TO STREAMLINE AND REDUCE
YOUR IT SPEND**



TEAMSOFT®
IT SOLUTIONS
A PEOPLELINK GROUP COMPANY



It's Time to Take Control of Your IT Spending—for Good

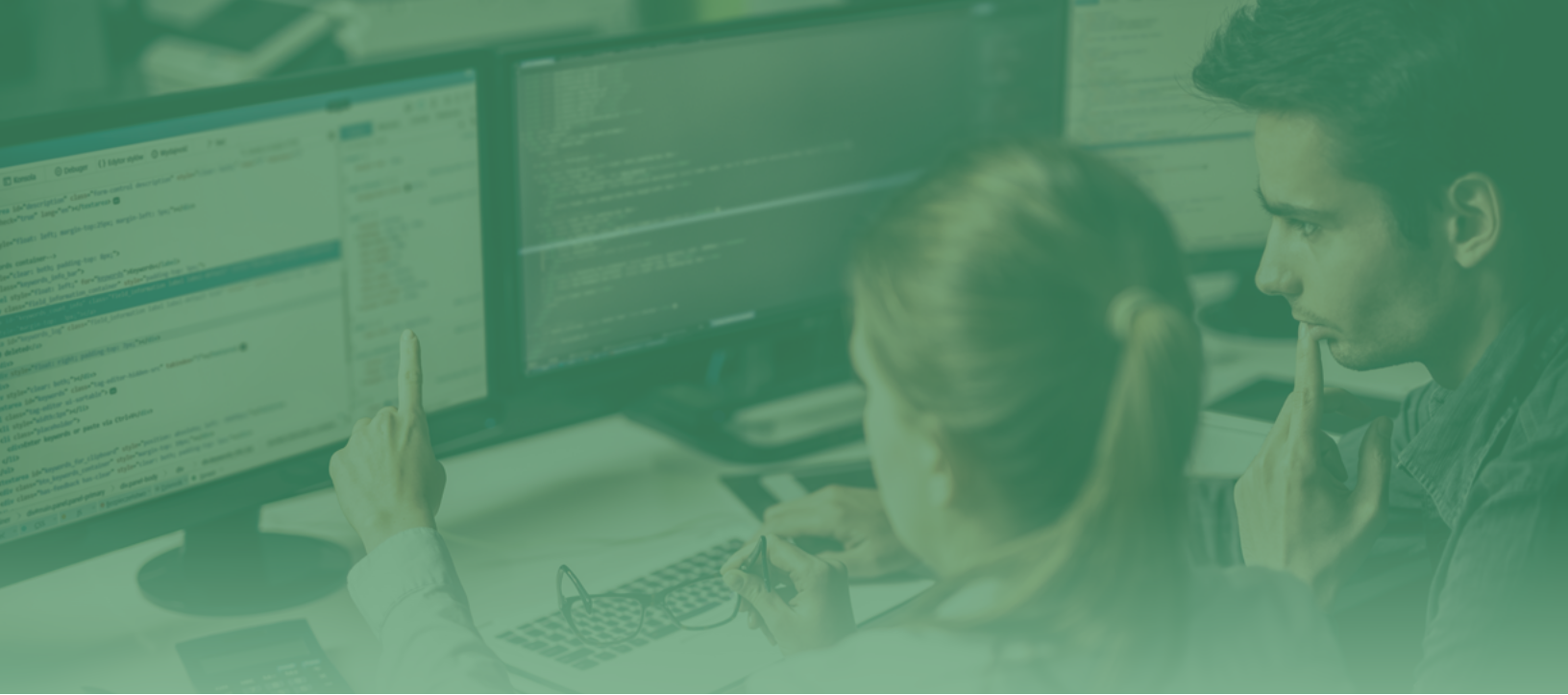
Are you tired of the never-ending struggle to balance your IT budget while meeting your operational needs?

High IT costs can hinder your organization's growth and limit your ability to invest in crucial areas of your business. It's time to take control of your IT spend and discover strategies that will help you streamline your expenses without sacrificing efficiency.

If your organization has experienced any of these roadblocks, you may be spending too much:

- You're struggling with limited budgets that hinder technological advancements and growth.
- You're facing operational inefficiencies that hamper productivity and seamless workflows.
- You're spending excessively on licensing and software.
- You're grappling with the challenges of managing and maintaining IT infrastructure, leading to additional costs and resource allocation.

If any of this sounds familiar, you're not alone. Many companies face similar obstacles. The good news is that these challenges can be addressed, and you can regain control over your IT spending.



Streamline and Reduce Your IT Spending With Our Proven Budgeting Strategies

In this e-book, you'll get:

- Four proven strategies that will help you reduce your IT spending.
- Exclusive pro-level tips to guide you in creating more efficiencies in budgeting, vendor and software management.
- Insights on how the right expert partnerships can make it easier for your organization to reduce and streamline IT spending.

Don't let high IT costs hold you back. Empower yourself with the knowledge and tools to streamline your IT spending and achieve tangible results.

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Assessing Current IT Spend

Gain Cost-Saving Insights into Cutting, Optimizing and Streamlining Expenses

Assessing your current IT spending is that critical first step towards reducing costs. It's like shining a light on your expenses, giving you a clear view of where you can save money, increase operational efficiency, and allocate resources more effectively.

A comprehensive assessment offers a range of benefits and lets you:



By carefully analyzing your IT expenditures, you can uncover areas where you're overspending and identify opportunities to reallocate resources to high-value initiatives.



Understanding your IT spending empowers you to streamline processes, eliminate redundancies, and optimize workflows. The result? Improved efficiency and productivity.



A thorough assessment helps you align your IT resources with your organization's strategic goals and priorities, ensuring you're investing in areas that matter most and maximizing returns.

How to Evaluate Your Current Expenditures

- 1. Break it down:** Conduct a cost breakdown analysis to understand how your IT budget is allocated across different areas such as hardware, software, licensing, maintenance, and people.
- 2. Embrace technology:** Make use of innovative budgeting applications that allow you to monitor and analyze your IT spend with features like reports, visualizations and more.
- 3. Stay on top of it:** Explore applications that let you track individual expenses in real time. This lets you identify areas where you can stop the “bleed,” and make the necessary cost-reduction adjustments faster.
- 4. Get the full picture:** By evaluating your IT spending (every subscription, every app—leave no line item unturned), you’ll gain a clearer understanding of where your money is going. This will enable you to make data-driven decisions for better financial management.
- 5. Trim the excess:** Identify areas where you can reduce costs, reallocate resources, or renegotiate contracts. This will help you optimize your budget and potentially achieve significant savings. But be sure to do your due diligence in understanding the impacts of any reductions and make informed choices based on the money you stand to save.



**REAL PROBLEMS. REAL SOLUTIONS.
REALLY AWESOME RESULTS.**

A reputable \$1 billion food manufacturer was facing challenges during its transition from SAP to D365.



THE PROBLEM

Slow response times and high costs during their D365 transition caused by customizations and reports created by their consulting partner.



THE SOLUTION

We brought a capable D365 project manager aboard along with a mix of local and offshore resources. They assessed and addressed the situation.



THE RESULT

Reduced costs and greatly enhanced response times secured the implementation and an ongoing partnership.



TeamSoft's partnership was critical to the success of our D365 implementation by providing faster turnaround and much better pricing than our initial recommended implementation partner.

—CFO

Strategic IT Vendor Management

Maximize Value and Cut Costs through Effective Vendor Management

If you want to cut costs and get the most out of your vendor relationships, strategic vendor management is your best bet.

By putting effective practices in place to manage your vendors, you can streamline your procurement processes, make better deals, vet and diversify your supplier network (while consolidating the overall number of vendors you work with as needed), and build strong partnerships that boost efficiency and cut costs.

How to Consolidate Vendors and Build Strong Partnerships

Step 1: Streamline and Simplify

Consolidate your vendors to streamline your processes, reduce administrative overhead, and gain better negotiating power. By cutting down on the number of vendors you work with, you can achieve greater efficiency and significant cost savings.

Step 2: Evaluate and Optimize

Evaluate performance, services, ethical and sustainable business practices, supplier diversity, social responsibility and other traits that align with your objectives and values.

Step 3: Establish Long-Term Partnerships

Cultivate long-term relationships with your vendors to unlock a range of benefits. Enjoy preferential pricing, enhanced support, and access to innovative solutions by building strong partnerships. Trust and collaboration go a long way in ensuring mutual success.

Step 4: Focus on Continuous Improvement

Regularly review performance and establish feedback loops. Open communication helps maintain alignment with your business goals and ensures that you and your vendors can grow together, strive for excellence, and make your business (and the world) a better place.



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A \$4 billion specialty chemical company needed to enhance their approach to IT consultant and staff augmentation cost optimization.



THE PROBLEM

The firm had a significant pricing discrepancy in their contractor and vendor agreements, particularly the pricing of payroll services for eight help desk support experts from one vendor.



THE SOLUTION

We efficiently transitioned these professionals to TeamSoft's Employee of Record Services, offering increased consultant pay and a comprehensive benefits package.



THE RESULT

We **saved the company \$128,000 annually** while improving consultant wellbeing.



TeamSoft helped us provide our consultants with better benefits and resources while achieving the cost savings we were asked to deliver. It was a win-win-win!

—Vice President of IT, North America

Embrace Cloud Computing

Unlock Cost Savings and Optimize Efficiency with Cloud Computing

Ready to save costs while improving scalability, flexibility, and efficiency? Look no further than cloud computing. This game-changing technology has revolutionized the IT landscape with unlimited potential for reducing expenses and enhancing performance.

The Top 3 Cloud Computing Service Models



SOFTWARE AS A SERVICE (SaaS)

Access ready-to-use software applications without installation or maintenance, enjoying seamless updates and scaling to your needs.



PLATFORM AS A SERVICE (PaaS)

Focus on application development and deployment without worrying about underlying infrastructure, leveraging pre-built tools and frameworks for faster development.



INFRASTRUCTURE AS A SERVICE (IaaS)

Gain virtualized infrastructure resources without physical hardware but with full control and scalability to your computing and storage needs.

How Does Cloud Computing Save Money?

Say goodbye to expensive hardware and data centers, maintenance headaches, and excessive storage costs. Cloud computing offers a range of cost-saving benefits across various aspects of your IT infrastructure, including:

Hardware and Data Centers

- Eliminate or significantly reduce capital expenses for purchasing and maintaining physical hardware infrastructure.
- Avoid costs associated with data center management, including power, cooling, and physical space requirements.

Maintenance and Upgrades

- Shift the responsibility of hardware maintenance and software updates to the cloud service provider, saving on personnel and resources.
- Benefit from automatic software updates, ensuring you have access to the latest features and security patches without additional costs.

Scalable Storage

- Pay only for the storage you need, avoiding upfront costs for excessive storage capacity.
- Easily scale your storage up or down based on your requirements, optimizing costs and minimizing wastage.

Leverage IT Staff Augmentation

Harness Cost Savings and Flexibility with IT Staff Augmentation

Looking for a flexible and cost-effective solution to address your specialized IT needs? Enter IT staff augmentation. This approach allows you to access top-notch talent on demand, reduce hiring costs, and meet project-based or temporary requirements with ease.

The Advantages of IT Staff Augmentation

BENEFIT #1



FLEXIBLE RESOURCE SCALING

Easily adjust your workforce based on the specific needs of your projects. Whether you need to add more professionals to your team or downsize, staff augmentation provides the flexibility to align resources with changing demands, ensuring efficient and cost-effective resource allocation.

BENEFIT #2



COST ADVANTAGES

Eliminate recruitment and onboarding expenses, as well as costs associated with employee benefits and long-term commitments. This cost-effective solution allows you to access skilled IT professionals without the financial burden of hiring and maintaining a full-time, in-house team.

BENEFIT #3



PROJECT-BASED EFFICIENCY

Avoid the overhead costs and administrative burdens of traditional hiring. Ensure optimized resource allocation and access specialized skills precisely when you need them and complete projects on time and on budget.

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How to Integrate Staff Augmentation With Your Organization

Step 1: Assess Your Business Needs: Take a close look at your organization and pinpoint the areas or projects where additional IT expertise is needed. Identify the specific skills and roles that will complement your existing team and align with your business objectives. This will set the stage for a successful staff augmentation engagement.

Step 2: Define Clear Objectives: Clearly establish your objectives and expectations for the staff augmentation partnership. Outline the project scope, timeline, deliverables, and desired outcomes. By providing a clear roadmap, you ensure that the augmented team seamlessly integrates with your existing operations and gets the desired results.

Step 3: Identify Reliable Staffing Partners: Do your research and find reputable staffing companies with expertise in IT staff augmentation. Look for partners who understand your industry, possess a robust network of qualified professionals, and offer tailored solutions to meet your unique requirements. Building a strong partnership with the right staffing agency is one of the most important moves you can make for a successful staff augmentation experience.

Step 4: Collaborate and Communicate: Foster open lines of communication with your staffing partner and the augmented team. Clearly convey your business goals, project requirements, and performance expectations. Regular check-ins and active communication ensure smooth collaboration, provides guidance when needed, and addresses any challenges that arise *when* they arise (not later on when the impact is far worse).

Step 5: Monitor Performance and Evaluate Results: Keep a close eye on the performance of the augmented team and evaluate their contributions to your projects. Assess how staff augmentation impacts your operational efficiency, project outcomes, and overall business success. Use this valuable feedback to continuously improve your approach and make informed decisions for future engagements.



**REAL PROBLEMS. REAL SOLUTIONS.
REALLY AWESOME RESULTS.**

TeamSoft engaged with a prominent \$8 billion service firm as they were undergoing a digital transformation and complex acquisition integration.



THE PROBLEM

Our client was under significant pressure to reduce costs quickly amidst their major business transitions.



THE SOLUTION

We conducted a thorough assessment of the consultant landscape and ongoing projects, strategically refining their approach.



THE RESULT

We saved the firm **more than \$275K** with no negative impact on consultants, and freeing up resources to focus on digital transformation.



This has been a true partnership. TeamSoft was willing to work with us to ensure the continued success of our projects as well as their consultants on assignment. We are looking forward to a long relationship with them

—VP of Strategy, Technology, and Operations



Want to Really Take Your IT Budget Further?

Partner With TeamSoft for Your IT Staffing Needs.

PARTNER WITH TEAMSOF

The strategies outlined in this e-book are meant to give you a solid foundation for taking proactive measures to reduce and streamline your IT spending on your own terms. But if you *really* want to achieve your goals in less time for less money, you need an expert staffing partner by your side.

At TeamSoft, we understand the challenges organizations face in reducing IT costs while maintaining peak performance and driving innovation. As your trusted IT staffing partner, we're committed to helping you navigate these challenges and achieve your hiring goals.



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Ready to get more time back in your day to focus on running your business? Here's why TeamSoft is the right IT staffing partner for you:



Experienced Candidate Sourcing

With nearly 30 years of experience in the IT industry, we have a deep understanding of the skills, technologies, and trends that drive success. Our team of IT experts stays at the forefront of industry developments, ensuring that we can identify candidates with the precise skill set to meet your specific IT needs.

Customized Staffing Solutions

Whether you need IT professionals for temporary assignments, project-based work, or full-time positions, we have the flexibility to provide the right talent at the right time. Our extensive network of qualified candidates allows us to quickly identify top talent and match them to your IT initiatives.



Streamlined Hiring Process

From sourcing and screening candidates to coordinating interviews and facilitating the onboarding process, we handle the time-consuming aspects of finding and hiring IT talent. Our streamlined approach ensures that you can focus on your core business activities while we efficiently find the best IT talent for your organization.

Click below to learn more about how TeamSoft can be your trusted staffing partner for years to come. Together, we can achieve your IT staffing goals and take your organization to new heights of success.

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