

SaaS Licensing Cost Optimization

Powered by: Axonius

The Problem

Most organizations are unintentionally wasting 20-35% of their annual SaaS budget on unused licenses, redundant tools, and shadow IT. These problems proliferate when IT & finance teams lack visibility of the entire SaaS environment. Gotham Technology Group, powered by Axonius SaaS Management, delivers a structured engagement to identify waste, eliminate redundancy, and quickly optimize your software spend.

Why Gotham?

Gotham Technology Group, founded in 2001, is a trusted provider of managed and professional IT services.

Gotham's deep expertise in enterprise SaaS and proven managed services methodology paired with Axonius—the industry-leading cyber asset management platform—provides complete, authoritative visibility across your entire SaaS environment.

Exceptional Value

Axonius SaaS Management delivers:

- Identification of unused, underutilized, and duplicate licenses
- License reclamation recommendations with vendor-specific negotiation guidance
- Average client savings of 20-35% in annual SaaS spend

SaaS License Savings Powered by Axonius				Total Annual Savings: \$68,760
Application	Total Licenses	Assigned	Disabled w/ License	Annual Savings
Microsoft E3	800	672	58	\$25,056
Microsoft E5	300	251	33	\$22,572
Microsoft Teams	1100	923	87	\$5,220
Google Workspace	450	378	42	\$9,072
Zoom	600	504	38	\$6,840

▲ 258 total disabled users with active licenses detected

Source: Axonius SaaS Management

Audit Report Snapshot

Engagement, Pricing, and Terms:

Delivered as a fixed-fee assessment with clear deliverables and rapid time-to-value. Ongoing license management is available as a fully managed service.

“Gotham's SaaS optimization engagement surfaced over \$400K in annual licensing waste we didn't know existed. The ROI was realized before the engagement even closed.”

CISO, Global Financial Services Firm

Contact your Gotham Account Manager for a custom offer.

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