

Apptio is TBM for the Public Sector

Align Resources. Reduce Risk. Maximize Mission Objectives.



Technology enables transformation

But connecting IT investments to the value they deliver can be challenging.

- Spreadsheets are error-prone and time-consuming
- Custom solutions built by consultants aren't standardized or automated and cost too much in time and money

For over a decade Apptio has worked with hundreds of the world's largest agencies and companies to unlock insights and drive mission objectives. With SaaS solutions designed around the Technology Business Management (TBM) framework, find out what is possible for your organization when you start to run IT like a business.

Federal governments

Federal agencies are modernizing their IT footprint without sacrificing mission deliverables and TBM is helping to meet these goals. Agencies are able to quickly understand cost drivers across commitments and obligations and reallocate budget to higher value projects.

Many agencies across the government are already leveraging Apptio to make smarter decisions with their IT investments. With our recent JAB P-ATO FedRAMP certification, we're poised to engage and demonstrate value quickly.

State, city and county governments

State, city and county CIOs live at the nexus of pressure from citizens wanting more services and legislators facing continuous budget pressures. Fortunately they also realize the potential role modern IT can play in the solution.

Whether it's shared services, cloud adoption, security & risk management, or more; Apptio has spent years helping these agencies make the data-driven decisions that deliver results.

Higher education

The IT challenges of higher education aren't different from other public sector organizations — they just typically have less funding. TBM has proven to be a critical practice for gaining visibility across IT investments and developing a budget based on responsibility centers.

Key Benefits

- **Create** a common language across CIO, CFO and agency/division leaders to make fact-based decisions
- **Understand** true application TCO across on-premises and cloud-based environments
- **Deploy** cost recovery solutions that empower agencies to optimize their IT spend

"With TBM, the General Services Administration (GSA) has been able to cut over \$100M per year from our IT budget."

Dave Shive,
CIO, GSA

"We use TBM as the common language to bring together the CIO and CFO from 44 state agencies to talk about their business."

Cammy Webster,
Office of the CIO, State of Washington

"We've now implemented a full chargeback model across the university incorporating 65 different services."

Kirk Trasborg,
Exec Dir. IT Shared Services,
University of Pennsylvania

Budget Planning & Execution

Create and update your budget in weeks, not months

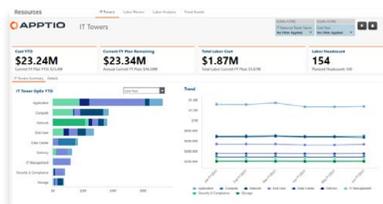
- Reduce the time spent forecasting, accelerate frequency, and redirect resources to higher-value activities.
- Enable multi-year and “what if” scenario planning
- Role-based collaboration and workflow in a unified budget
- Build OMB-compliant budgets using TBM taxonomy



Cost Transparency & Insights

Spend the appropriation or redirect it – don't lose it

- Implement a structured view of IT expenses for actuals and plans based on industry-standard framework
- Lower overall IT spend by reducing waste, eliminating duplications, and aligning investments to strategic priorities.
- Enable faster ad hoc analysis and budgeting cycles
- Free up Ops & Maintenance spend and accelerate Development, Modernization & Enhancement spend
- Track burndown and identify variances across budget, commitments, obligations and expenses
- Easily report on OMB guidelines for TBM adoption



Get Started

Apptio gives you the power of trusted, actionable insights to connect your technology investment decisions to drive better business outcomes. Many of the world's largest agencies and companies trust Apptio to manage spend across the entire IT portfolio and beyond so they can focus on delivering innovation. Apptio intelligently structures vast amounts of technology spend and enterprise operational data to deliver actionable insights that business, finance, and technology leaders can use to work better together. Apptio helps you capture ideas and prioritize work, embrace the cloud, and optimize your technology investments with confidence.

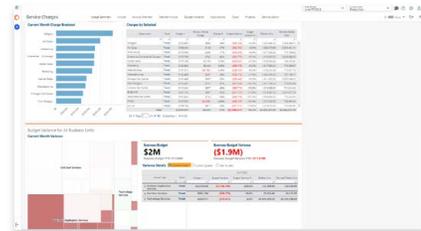
Learn more at

[Apptio.com/get-started](https://apptio.com/get-started)

Setting IT Service Rates

Drive behavior with the right rates

- Recover costs with service rates based on actual execution or planned spend
- Price rates strategically to influence utilization of the services
- Benchmark your service rates against other organizations



Billing for IT Services

Professional, consistent, defensible

- Confidently implement a chargeback or show back model
- Eliminate the notion that “IT is free”
- Improve communications with the rest of the organization based on real data
- Create a better relationship between IT and the organization

