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Agile SaaS Procurement:

The Modern Way to Buy, Manage and Save on Enterprise Software

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Modern procurement teams must adopt processes that enable them to drive more innovation while ensuring best practices and processes are in place across the entire software buying and management lifecycle.

Read on to learn how procurement teams can benefit from an agile approach to buying and managing SaaS contracts.

In this report, you'll learn:

1 What is agile SaaS procurement?

2 Agile vs traditional SaaS procurement

3 Why you need an agile SaaS procurement process

4 What does SaaS procurement utopia look like?

WHAT IS AGILE SAAS PROCUREMENT?

Agile procurement prioritizes flexibility, adaptability and iteration to enable teams to make faster, more strategic decisions. Processes are less rigid and often overlap to save time, with teams continuously reflecting to improve and automate activities over time.

Because it emphasizes speed so highly, teams using agile procurement – particularly for SaaS – depend on their procurement software to simplify automation, analyze and negotiate with vendors, manage ongoing spend, and more.

Agile vs traditional SaaS procurement

The traditional procurement process depends on the company but would typically follow some version of these steps:

1	Identify problem or need		**6**	Leveling pricing
2	Plan		**7**	RFIs and clarifications
3	Select suppliers		**8**	Choosing a vendor
4	RFPs		**9**	Contract negotiation
5	Gathering bids			

The chart below shows just a few of the ways agile procurement differs from this classic way of doing things:

Agile procurement ⚡

Agile procurement
Constant iteration of processes
"How can we make this more efficient and automated?"
When possible, phases done in parallel to save time
Proactive
Procurement team aims not to be "gatekeepers"
Decisions driven by data; Teams use strategic sourcing to find the best solution (not necessarily the lowest price)

Traditional procurement

VS

Traditional procurement
Strictly follows predefined process
"The process needs to be the same every time"
Steps must be sequential
Reactive
Procurement team is the dependency for other teams
Most decisions driven by cost savings

For SaaS, agile procurement is a must. Software tools – and the needs of an organization – change too quickly for procurement teams to be reactive and inflexible.

Why you need an agile SaaS procurement process

The move toward agile procurement has been accelerating in recent years, as the most successful teams seamlessly connect their expertise, technology and resources to support the business as it grows. Agility will continue to be a key differentiator in this space going forward.

Here are three reasons why you need an agile SaaS procurement process:

Strategic, data-driven decision making

Cost & time savings

Competitive advantage

① Strategic, data-driven decision making

Michelle Vita, Senior Director of Procurement and Strategic Sourcing at Datadog was interviewed by Daniel Barnes on the **Procurement Reimagined podcast** and said this:

> *I think there's also a bit more of a strategy element to agile procurement because it's less reactive, more proactive. So it's about really leveraging data to understand where you have savings opportunities to manipulate data and make decisions based on that, rather than just running this same process over and over."*

— Michelle Vita, Senior Director of Procurement & Strategic Sourcing at Datadog

Data is power when it comes to getting the best SaaS deals, faster. Platforms like Sastrify process a massive amount of data, and access to these insights has been quantified to over **188 hours per year**.

2

Cost & time savings

Because teams can be more strategic and data-driven, agile procurement can lead to significant cost and time savings. Teams are flexible to choose the best options long-term and to adjust processes to fit the situation, rather than the other way around. Teams move quickly and automate when possible, creating more space for high-value tasks.

It's even more crucial in a challenging economic landscape. In the aforementioned interview, Vita spoke about the importance of agile procurement in the current macroeconomic environment.

> *Anybody with a pulse knows we need to be a little bit more frugal… That's the 'why' behind a lot of what we're doing. It's not just because our CEO said so. We want to work for a company that is doing well… If you include [procurement teams] upfront in the process, we can ensure that when you pass this off to leadership for approval, it's going to be airtight and a good move for the company."*

— Michelle Vita, Senior Director of Procurement & Strategic Sourcing at Datadog

The main source of both cost and time savings for high-growth teams is negotiation support, usually resulting in 20-30% off your previous quote and **saving 236 hours** of decision-maker time each year.

3

Competitive advantage

Agile procurement can maximize competitive advantage in a number of areas, including supplier relations and negotiations. Agility enables both sides to remain competitive and find areas where costs or risks can be minimized or eliminated altogether.

According to **Sastrify** data, companies who work with Sastrify can save up to 35% on SaaS costs – guaranteed. But the time savings add up, too: a company with 150 SaaS tools could **save 653 hours annually**, the equivalent of **16 weeks of work** for a full-time employee.

Dream big: Achieving the ideal state of SaaS buying and management

Let's step back to visualize a SaaS procurement utopia: what buying and managing software *could* be – and ought to be – in a perfect world.

What does that look like? The ideal state would be a strategic SaaS stack, with transparent visibility, collaborative ownership, quick and optimized processes and negotiations, the best possible deals, financial clarity and ensured compliance.

Agile procurement is how companies get as close to this utopia as possible. Having the ability to move quickly, adapt to changes and iterate on processes enables a strategic SaaS stack.

GROWING COMPANY

+

AGILE SAAS PROCUREMENT

= → # Competitive advantage
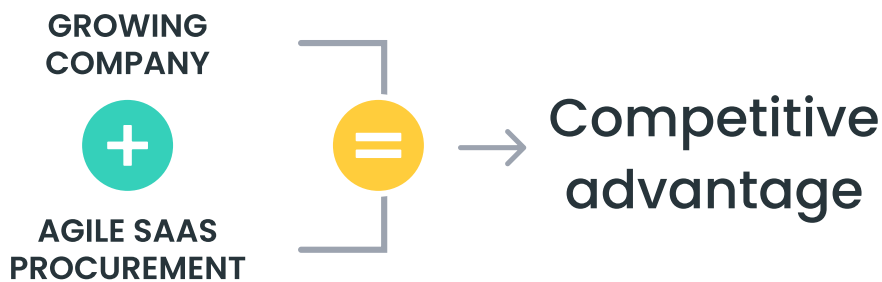
The most successful procurement teams use agile SaaS procurement practices to:

✓ Consolidate their SaaS stacks

✓ Win the best deals with outsourced negotiations

✓ Start using tools ASAP with pre-negotiated contracts from the **Sastrify Marketplace**

Get started with Sastrify

What does buying and managing SaaS look like in your organization? Is it a source of significant ROI? Has it become one of your competitive advantages yet?

Sastrify integrates with your ERP and accounting systems to make uploading and managing your software subscriptions as fast and as easy as possible. After a few clicks, you're ready to receive pricing and negotiation insights based on over $1 billion in managed spend.

4-5x
ROI on average

1.5
Months saved /year

$26M
Saved on software

Loved by hundreds of customers around the world:

GORILLAS   sennder   Pitch   Billie   komoot

Aontop   kaia health   PLEO   Y42   adidas RUNTASTIC

See how it works and start enabling agile SaaS procurement in your organization today.

Get a free SaaS savings analysis