

CASE STUDY

TERANET INC.

**ONE
VIEW**



TERANET

PROBLEM

After joining Teranet, incoming Chief Financial Officer, Kerri Brass, realized there was an opportunity for savings if they were able to streamline their current software procurement and management processes.

Software spend was Teranet's single largest expense line after salaries. Following an initial review of the software category, Kerri discovered the following issues:

- Ownership of the software category and budgets was not centralized
- Software procurement and renewals were not being processed in a consistent fashion
- IT was not always partnering with procurement in managing software vendors

Kerri recognized that streamlining management of the software portfolio would provide Teranet with an opportunity to not only manage the portfolio more effectively and efficiently, but also to realize cost efficiencies.

After concluding that key software management processes needed a greater degree of focus and be tied to measurable performance outcomes, Kerri looked to hire a dedicated software category manager to take ownership of the software portfolio.

His search led him to a conversation with OneView.

“I was initially looking to find a software category manager to hire. But after a conversation with OneView, it became clear that hiring a firm like OneView was a better approach. We can bring in experienced software procurement professionals who have done this for a number of organizations and have already dealt with most of our vendors. We wouldn't be able to develop that kind of knowledge base in house.”

— Kerri Brass, CFO

SOLUTION

Teranet engaged OneView to conduct an analysis of the software portfolio. This included:

- Building a functional map of all software applications deployed
- Comparing the functional map to the technology budget and roadmap
- Identifying potential redundancies, compliance risks and savings opportunities

The analysis provided Teranet with a “portfolio view” of the entire software category, which was previously difficult to achieve because software applications and budgets were scattered across multiple departments.

This uncovered several process improvement and cost saving opportunities.

Teranet also implemented OneView’s contract management tool to store software contracts and improve visibility across the category as a whole.

OneView then began managing the software category on behalf of Teranet, which included issuing RFQ’s and managing renewals. The initial target was to achieve \$100,000 CAD in cost savings within the first three months of the engagement.

“There’s a clear value proposition here. We can measure performance very easily. Either we achieve the savings targets, or we don’t. Fortunately, OneView has exceeded our cost savings targets for the software category and we expect that to continue into the future.”

— **Kerri Brass, CFO**

RESULTS

Within the first two months of the engagement, OneView had realized over \$120,000 in cost savings from a handful of vendors. In the next 12 months, OneView is expected to generate an additional \$220,000 in cost savings from upcoming renewals.

In addition to cost savings, Teranet now has a rigorous process in place to manage the software category, which has resulted in:

- Improved alignment between IT, Finance and Procurement
- Centralized software budget with a baseline to measure cost savings against
- Improved understanding of current and future technology needs
- Enhanced capabilities of Teranet's internal Procurement team

“OneView was able to generate over \$120,000 in cost savings within the first two months of our engagement. Beyond the cost savings, we now have a process in place to make better decisions with regards to our technology needs.”

— **Kerri Brass, CFO**

ABOUT TERANET



Teranet is Canada's leader in the delivery and transformation of statutory registry services with extensive expertise in land and commercial registries. Their innovative commercial solutions connect industry professionals and communities with reliable data, actionable insights and practice management applications – enabling them to make better decisions and improve overall efficiency.

ABOUT ONEVIEW



OneView is a technology procurement consulting firm that helps organizations reduce technology spend, mitigate risk and improve procurement processes. OneView has helped clients save millions in annual technology cost savings and avoidance, without relying on price reductions or compromising on functionality.