Beyond Cost Savings:

How Technology Expense Management Investment Drives Business Value

AOTMP
Industry Leadership Committee

- Technology management is not just an operational expense.
- It is an investment that improves visibility, reduces risk, strengthens agility, and supports better business outcomes.
- The right solution helps the business make smarter decisions, protect resources, and respond faster to change.

1 Visibility & Control

- Provides a clear view of services, assets, usage, contracts, and spend across the environment.
- Helps leaders understand what is in place, what is being used, and where waste or duplication exists
- Supports better planning, budgeting, and accountability.

Business impact: Improves decision-making and reduces blind spots that can lead to overspending or inefficiency.

2 Risk Reduction & Compliance

- Identifies billing errors, missing services, contract gaps, and unmanaged assets before they become problems.
- Supports stronger governance across vendors, services, and lifecycle events.
- Helps the business stay ahead of service changes, decommissioning, and policy requirements.

Business impact: Lowers operational risk, protects continuity, and helps avoid costly mistakes.

3 Agility & Change Readiness

- Makes it easier to manage carrier changes, migrations, modernization, consolidation, and service transitions.
- Reduces friction when the business needs to scale up, scale down, or adapt quickly.
- Improves the organization's ability to respond to market, technology, and workforce changes.

Business impact: Enables faster execution and less disruption during business change.

4 Operational Efficiency

- Streamlines workflows, reduces manual effort, and improves coordination across teams and vendors.
- Helps eliminate duplicate work, bottlenecks, and unnecessary follow-up.
- Frees internal teams to focus on higher-value activities.

Business impact: Lowers internal burden and improves productivity without sacrificing control.

5 Agility & Change Readiness

- Aligns procurement decisions with business requirements, service expectations, and total lifecycle value.
- Supports better service quality, continuity, employee experience, and vendor performance.
- Helps the business get more value from existing investments and avoid unnecessary replacement or rework.

Business impact: Strengthens performance, improves service reliability, and supports strategic priorities.

Industry Call To Action:

Investing in technology management is a way to **improve business performance**, not just reduce spend.

The value comes from **better decisions**, less risk, more agility, and **stronger operational outcomes**.

In a complex and changing environment, **visibility and control** are essential to long-term business success.

Learn More: The AOTMP® Industry Leadership Committee