SofClo

3 Domains | ISO 27001 Certified | SOC 2 In progress

BUSINESS CASE · ITAM · FINOPS · AI GOVERNANCE

Why a Tech Value Program, and why now

Software, cloud and AI are the fastest-growing costs in the business, governed by three disciplines that are converging. This is the case for running them as one program on SofClo.

The spend is exploding. 2026 is the inflection year.

Worldwide software spend grows 15.5% in 2026 and cloud infrastructure 29%. AI spend grows 47% to $2.6 trillion, and Gartner calls 2026 the inflection year: enterprises have barely started to spend.

+47%
AI spending growth in 2026, to $2.6 trillion; $3.5 trillion in 2027
Gartner, May 2026

+15.5%
software spending growth in 2026, to $1.47 trillion
Gartner, July 2026

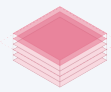
29%
of cloud spend is wasted: the first rise in five years, driven by AI
Flexera 2026

36%
of SaaS licences go unused; $9,455 SaaS spend per employee
Zylo 2026

Three disciplines. One vendor. One budget.

The same Microsoft, Adobe, AWS or OpenAI agreement is a licence, a consumption bill and an AI system under the EU AI Act. The disciplines have converged; the operating models and tools have not.

SAM / ITAM

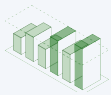


64%
of FinOps teams now manage software licensing, up from 49% a year ago.

Entitlements, ELP, renewals, audits. Owns the contract the other two consume.

State of FinOps 2026

FINOPS



98%
of FinOps teams manage AI spend (31% two years ago); 90% manage SaaS.

Cloud and AI consumption, allocation, anomalies, commitments. Sees the bill first.

State of FinOps 2026

AI GOVERNANCE



47%
of large enterprises are standing up dedicated AI governance teams.

Registry, classification, EU AI Act and ISO/IEC 42001 evidence. Needs the spend signal to find shadow AI.

Flexera 2026

Most tools tell you what one discipline costs. SofClo runs all three as one Tech Value Program.

The cost of doing nothing.

The organization already pays for governance: in overspend, duplicated effort and unquantified risk. The question is whether to pay it visibly and get it back.

Symptom of siloed governance	What it costs	Evidence
Licences bought, never used	36% of SaaS licences go unused	Zylo 2026
Cloud and AI resources left running	29% of cloud spend wasted; AI workloads drive the rise	Flexera 2026
Renewals on autopilot	79% of IT leaders met price increases at renewal in the past 12 months	Zylo 2026
AI pilots without a cost model	500–1,000% error in cost estimates; 61% cut projects after unplanned SaaS cost increases	Gartner; Zylo 2026
No Effective License Position at audit	Unbudgeted true-ups on Tier 1 vendors (Microsoft, Oracle, SAP, Adobe)	Vendor audit practice
AI systems nobody registered	Fines up to €35M or 7% of turnover under the EU AI Act	EU AI Act, Art. 99

THE VALUE CASE

Where the money comes from. Five levers pay for the program.

Five levers pay for a converged program. The first three are cash; the last two are risk and capacity that finance can still put a number on.

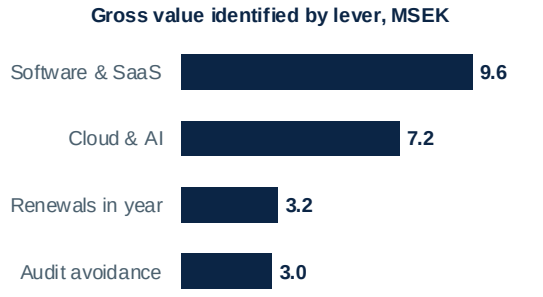
5–15% of software and SaaS spend	**Licence reclamation and right-sizing**	Reclaim unused seats, downgrade editions, retire shelfware before renewal.	CASH
10–25% of cloud and AI spend	**Cloud and AI waste removal**	Idle resources, over-provisioning, commitment coverage, anomaly response, inference tiering.	CASH
5–10% of renewed value	**Renewal and negotiation leverage**	Every agreement seen 90+ days out with usage, ELP and alternatives; one negotiation per vendor, not three.	CASH
Avoided one-off exposure	**Audit and compliance avoidance**	Reconciled ELP on Tier 1 vendors; AI dossiers ready; true-ups negotiated, not imposed.	RISK
20–30% of analyst time freed	**Team productivity**	One backlog, one RACI, one report instead of three functions rebuilding the same vendor picture.	CAPACITY

Typical yield on addressable spend.

Worked illustration.

A mid-sized Nordic organization: 2,000–5,000 employees and 180 MSEK addressable spend. Illustrative; replaced with your own numbers in the first workshop.

Item	Assumption	MSEK
Software & SaaS	120 MSEK, 8% reclaimed or right-sized	9.6
Cloud & AI	60 MSEK, 12% waste removed	7.2
Renewals in year	80 MSEK renewed, 4% better terms	3.2
Audit avoidance	Tier 1 audit, 5 MSEK exposure, 60% avoided	3.0
Gross value identified		**23.0**
Realized in year 1	50% in-year, rest becomes run-rate	11.5
Program cost	Platform, lead and analyst, onboarding	−4.0
Net year-1 value		**7.5**



23.0 MSEK value identified

11.5 MSEK realized in year 1

≈ 3:1 return on 4 MSEK cost

Savings and avoidance are tracked separately. Finance books only the cash lines.

Risk is the second engine.

The savings case gets the program approved; the risk case keeps it funded. Three regimes now demand evidence that a siloed setup cannot produce quickly.

EU AI ACT

Applies since 2 August 2026.
Transparency duties apply now; high-risk obligations follow from 2 December 2027. Every AI system needs to be known and classified. Fines up to €35M or 7% of global turnover.

VENDOR LICENCE AUDITS

Continuous, Tier 1 vendors on a cycle.
An Effective License Position per product, reconciled to entitlements, on request. Otherwise the true-up is set by the vendor.

FRAMEWORKS

Asked for by customers and auditors.
IAITAM, the FinOps Framework and ISO/IEC 42001 expect documented policy, process, ownership and continuous improvement, with maturity that can be shown, not asserted.

THE ANSWER

The program sits above the tools, and below the decision.

SofClo sits above discovery, CMDB and billing tools and turns their data into a governed program with owners, deadlines and one value ledger, built on IAITAM, the FinOps Framework, ISO/IEC 42001, the EU AI Act and NIST AI RMF.



Your tools show the position.
Discovery, CMDB, SaaS management and cloud billing stay in place. No rip-and-replace.

The program shows where you stand.
And what comes next: named owners, deadlines and one value ledger.

The Charter is the one-page view.
Written from live program data, so leadership can decide the moment the CTO or CFO asks.

Data flows up. Decisions flow down.

No rip-and-replace of discovery, CMDB or billing tools. SofClo gives them a program to serve.

PROBLEM BY PROBLEM

How SofClo answers each problem

Problem	SofClo capability	Where it lives
Same vendor, three owners	One vendor record with agreements, spend, audits and AI systems side by side	Spend, Value, Vendors & Agreements · Annual Wheel
Renewals on autopilot	12-month annual wheel, 90-day pipeline and a decision per agreement: renew, renegotiate or retire	Software Agreements Planner · Dashboard
Unused licences, idle cloud	Asset intelligence per vendor and sub-account; anomaly workflow with owners	Software & Cloud Asset Intelligence
Audit exposure	ELP per Tier 1 vendor; audit simulation before the real letter arrives	Audit Risk & ELP · Audit Simulation
Unregistered AI	Declare → Classify → Assure → Connect → Operate → Prove, with clause-level EU AI Act mapping	AI Registers · AI Regulatory & Principles
Value invisible to the board	Hard savings, avoidance and identified value per discipline, rolled up to one number	Cost Optimization Tracker · Program Charter
No accountable operating model	RACI, initiatives with named owners, Crawl / Walk / Run maturity per scope	Operating Model · Program Initiatives

ONE PROGRAM, THREE SEATS AT THE TABLE

ANALYST · MY DASHBOARD
Know what to do this week
Tasks with owners and dates, audits and renewals, and an annual wheel of every agreement.

PROGRAM LEAD · PROGRAM DASHBOARD
See the whole program move
Initiatives and who drives them, savings by stream, maturity by scope and the data gaps.

EXECUTIVE · PROGRAM CHARTER
Read one page, decide
Why, what, how, when and value, exported the moment the CTO or CFO asks.

A fixed rhythm: monthly KPI dashboard, quarterly maturity review, annual value report.

TIME TO VALUE · FOUR PHASES, 50 MODULES

Time to value.
Renewals do not wait.

Four phases, and the first savings land before the operating model is complete. Each domain matures from Crawl to Walk to Run, so you can start with one and expand.

01 · FOUNDATION
Program & Plan

16 MODULES
Vision, SMART goals, maturity baseline, roadmap and the first one-page Program Charter.

MILESTONE
Baseline of addressable spend and the renewal calendar

02 · ALIGNMENT
Operating Model

14 MODULES
Team and personas, stakeholder map, services and activities per domain.

MILESTONE
A named owner for every Tier 1 vendor and AI use case

03 · CONVERGENCE
Optimization, Policy & Process

6 MODULES
Cost Optimization Tracker live; budgets, cost codes, RACI, policies and workflows in place.

MILESTONE
First hard savings booked at the next renewals

04 · SPECIALIZATION
Commercial, Compliance & Risk

14 MODULES
ELP on Tier 1 vendors, audit simulation, AI register classified, annual wheel running.

MILESTONE
Audit-ready position and a quarterly value report

WHAT MANAGEMENT COMMITS TO

People
A sponsor (CIO or CFO), a program lead, and one analyst covering SAM and FinOps in year one.

Data that already exists
SAM and discovery feeds, cloud billing exports, the contract repository and the AI tool inventory.

One decision rule
No Tier 1 renewal and no new AI system goes through without an entry in the program.

THE DECISION REQUESTED

1. Approve a Tech Value Program on SofClo, with the Foundation phase starting next quarter.
2. Target at least 5% of addressable software, cloud and AI spend in savings and avoidance within 12 months.
3. An audit-ready ELP on all Tier 1 vendors 90 days before renewal or audit.
4. Every AI system declared, classified and owned before the December 2027 high-risk deadline.

A reversible first step.

The Foundation phase delivers the maturity baseline, the renewal calendar and the first one-page Program Charter.

THE ONE PAGE LEADERSHIP GETS

WHY	One program for hardware, software, IT spend and AI oversight, with a named owner and funding authority for every technology investment.
WHAT	Named owners for 95% of spend within 6 months · 90% tagging and allocation · Tier 1 entitlement coverage 65% → 95%
HOW	Executive sponsors name budget owners · spend allocated on product, environment and cost code · anomaly fixes verified
WHEN	Eight milestones, from program foundations to FinOps at Run level
VALUE	**SEK 14.3M hard savings · SEK 5.4M cost avoidance**

Example Program Charter from the Tech Value Program. Figures are illustrative.

A FIXED RHYTHM

Every month	**KPI dashboard**
Every quarter	**Maturity review**
Every year	**Value report**

One page written from live program data, ready the moment the board asks.

Next step: your numbers in the first workshop

The worked illustration is replaced with your own addressable spend, renewals and audit exposure. Start with a 30–45 minute demo, no slide decks.

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