

FOR CIOs, HEADS OF IT & IT OPERATIONS

You Don't Have a Visibility Problem. You Have an Action Problem.

Your SAM tools already see everything — Flexera, ServiceNow, and Snow surface the same 30,000-row export every month. But usage is real-time and action runs on a 30-day cycle, so licenses auto-renew, departures keep billing, and waste is committed before anyone acts. **XOPS connects usage, identity, and contract data and acts on it continuously** — closing the gap between knowing and doing.

- **30–40% of licenses** sit unused or underutilized — often ~\$45/month per idle seat
- Usage is real-time, but action runs on a **30-day review cycle** — after renewals are already committed
- Your team becomes the **integration layer**, reconciling SAM, HR, ERP, and identity by hand

THE FOUR CHALLENGES IT SOLVES

- Spreadsheet-driven reviews**
 Flexera, ServiceNow, and Snow surface the same 30,000+ row export every month. Usage is real-time; action happens on a 30-day cycle — so licenses auto-renew, departures keep billing, and the data is stale by the time the review ends.
- License waste, committed at renewal**
 25–50% of licenses are unused, underutilized, or redundant. The issue isn't visibility, it's timing: waste is found weeks after it occurs, renewals fire before reclamation, and spend locks in for another term.
- Hire-to-exit action gap**
 Every HR event should trigger a license action — none do automatically. New hires wait for access, role changes leave legacy entitlements live, and departures keep billing for 30–60+ days.
- Fragmented entitlement reality**
 Contracts in DocuSign, POs in ERP, usage in Snow or Flexera, identity in Okta. Your SAM tool sees usage but not contract terms; your ERP sees spend but not utilization — so your team becomes the integration layer.

WHERE XOPS STARTS

- Reclaim idle & ghost licenses
- Kill 60-day billing tails
- Renewal right-sizing
- Continuous compliance
- Audit evidence on demand

PROVEN IN PRODUCTION AT ENTERPRISE SCALE

\$1–5M	25–50%	\$1–15M
year-one license recovery typical 10,000-seat org	of licenses unused or underutilized	vendor audit exposure per event, avoided

“We didn't replace a single system. We declared the end state — and it ran on the stack we already had.”

— VP of IT Operations · Fortune 15 enterprise

See how much license spend is exposed before your next renewal.

A 15-minute working session — no prep required.

Request a demo →

Most Tools Review Monthly. XOPS Acts Continuously.

Today the software lifecycle runs on a monthly cadence — discover, normalize, analyze 30,000+ rows by hand, take it to a council, then email reclamations that get ignored. **XOPS runs that entire cycle continuously and acts on it** — every license evaluated against what's installed, used, entitled, and purchased, in real time.

The monthly cycle: discover · normalize · analyze 30K+ rows · council · email. XOPS **runs it continuously — and takes the action.**

XOPS · Software Operations
always evaluating · 0 reviews

DECLARED OUTCOME
Every renewal sized to real usage · reclaim the unused · defend the rest · zero overspend.

CONTINUOUSLY RECONCILED — THE FOUR TRUTHS: INSTALLED · USED · ENTITLED · PURCHASED
Adobe renewal in 38 days · **1,200 seats entitled** · 760 used in 90 days · 180 assigned to departed users · 260 idle in the shared pool

XOPS OPTIMIZES
Reclaim 440 unused and ghost seats, reassign from the pool, and right-size the renewal to true demand — before the term locks in

EXCEPTION RESOLVED — COMPETING CONSTRAINTS BALANCED
A **600-seat contract minimum** and 12 seats mid-project complicate the cut. XOPS honors both, holds the floor, and still lands the reduction — with evidence for the negotiation

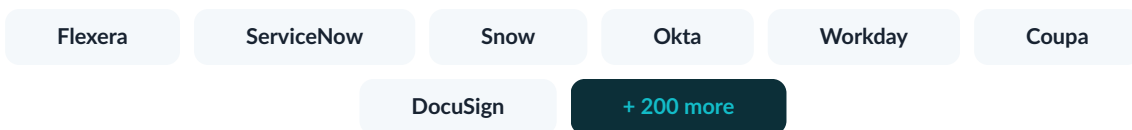
XOPS EXECUTES — ACROSS EVERY SYSTEM
Deprovisions in Okta, returns seats to the pool, updates the entitlement record and ServiceNow, and produces the renewal position — across SAM, HR, ERP & identity

OUTCOME ACHIEVED

<p>SPEND AVOIDED \$0.9M annualized on this renewal alone</p>	<p>SEATS RECLAIMED 440 reassigned from the pool, zero new buys</p>	<p>RENEWAL Right-sized to true demand, before the term locks</p>	<p>AUDIT EVIDENCE Filed entitlement matched to usage</p>
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Illustrative example — details shown to demonstrate the operating model, not a live result.

CONNECTS TO YOUR STACK



First 90 days: 25–50% of licenses found unused or underutilized · first reclamation within the first cycle · Day-1 provisioning from reclaimed seats, zero new purchases.

CERTIFIED & COMPLIANT

<p>ISO 27001:2022 CERTIFIED Information Security</p>	<p>ISO 27018 CERTIFIED Cloud Privacy</p>	<p>ISO/IEC 42001:2023 CERTIFIED AI Management</p>
<p>SOC 2 Type II CERTIFIED Security & Availability</p>	<p>GDPR COMPLIANT Data Protection</p>	

Not a better SAM dashboard. Where SAM tools produce a report, XOPS acts — continuously reconciling the **Four Truths (installed · used · entitled · purchased)** for every license and reclaiming, reassigning, right-sizing, and renewing across the systems you already run.