



# Smarter SaaS spending



# 90% of SaaS buyers are overpaying

**\$150B+**

spend

**20%**

p.a. growth

**15,000+**

Vendors (local & global)

Best Price

Median Price

List Price

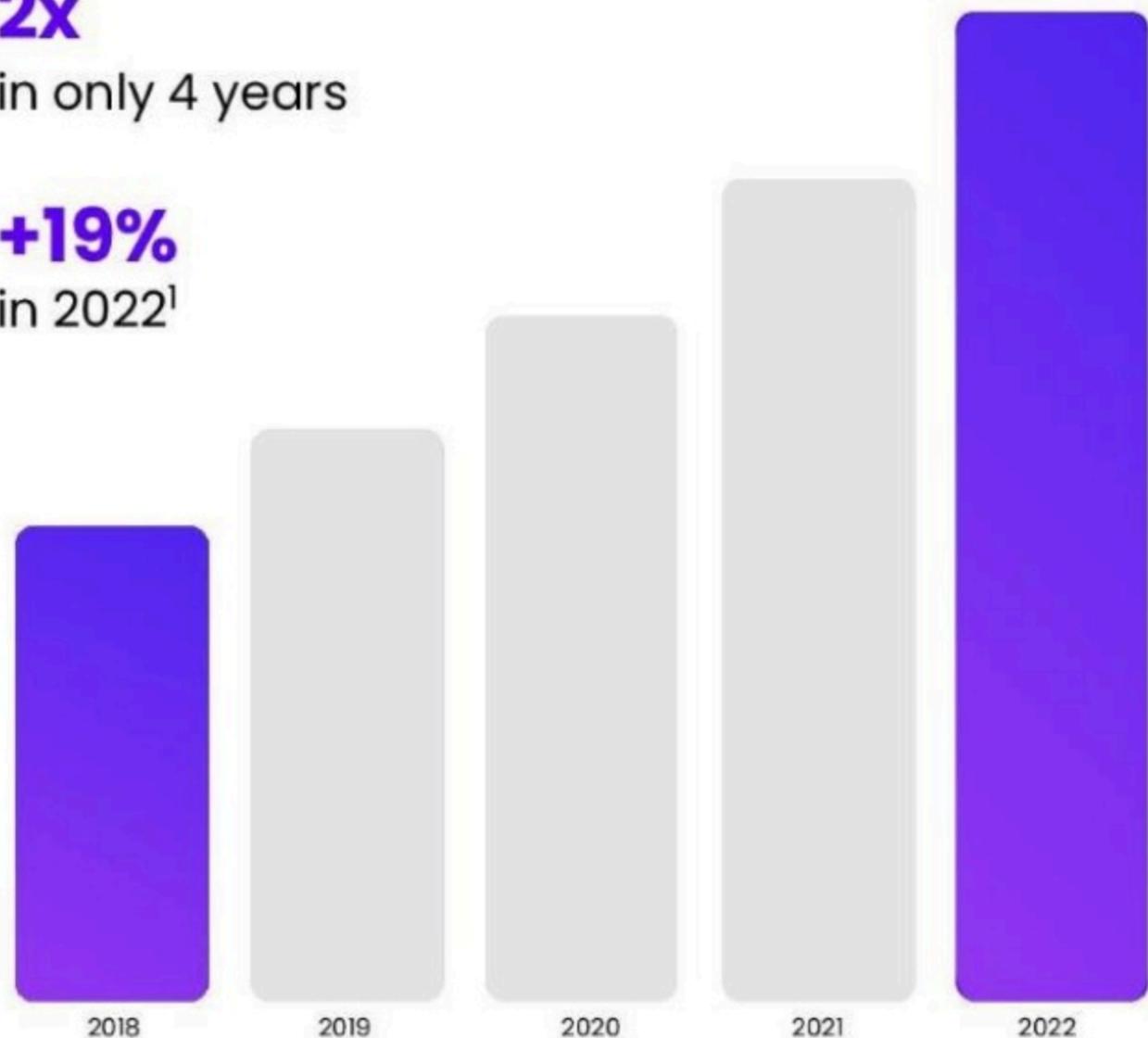
# SaaS spend is growing out of control

**2x**

in only 4 years

**+19%**

in 2022<sup>1</sup>



Pricing models are designed to **ramp up spend** each year:

- Overages
- Uplifts
- SKU upgrades
- New users

Enterprise SaaS spend is rising even faster for growing tech companies.

# The customer pitch



SaaS procurement is far outside the scope of your role, **distracting** from your most valuable work.



Tracking every stage of every deal and handling all vendor correspondence is **complex** and **time-consuming**.



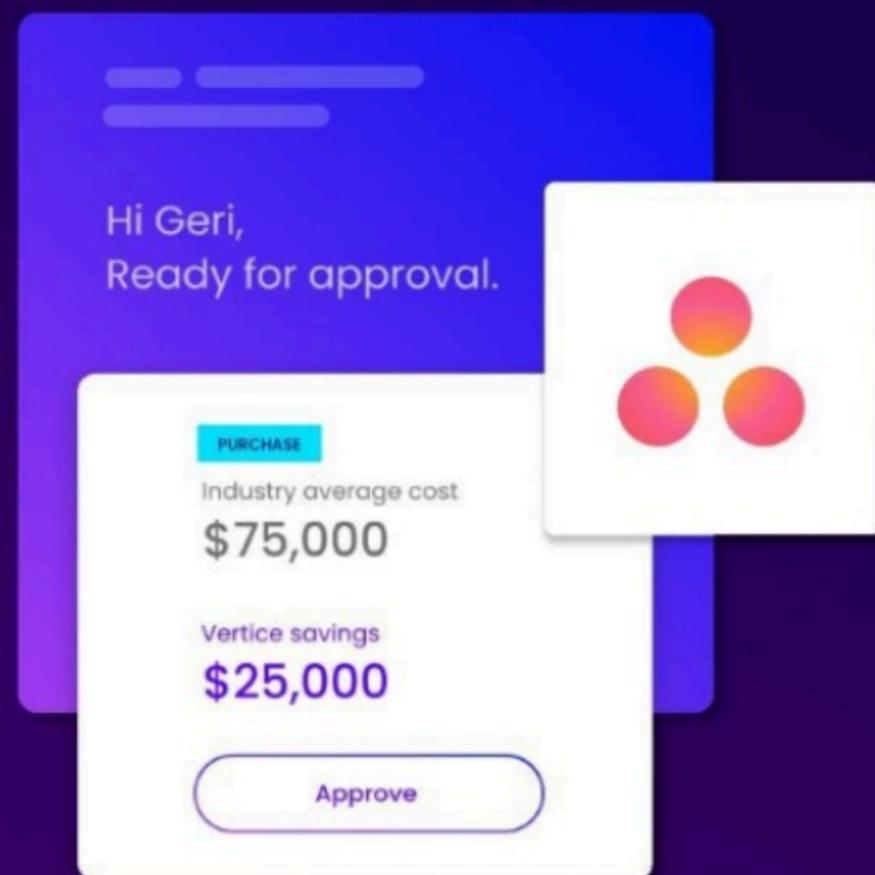
Ensuring security and legal requirements are met and obtaining approval from internal stakeholders is a **hassle**.



Delaying the start of negotiations **weakens your leverage** with SaaS vendors.

# Why Vertice?

We will handle SaaS negotiations on both sides of the table, for a wide range of companies.



Hi Geri,  
Ready for approval.

**PURCHASE**

Industry average cost  
**\$75,000**

Vertice savings  
**\$25,000**

Approve

The screenshot shows a user interface for SaaS purchase approval. It features a blue header with the name 'Geri' and a message 'Ready for approval.' Below this, a white card displays a 'PURCHASE' status, the industry average cost of '\$75,000', and the savings provided by Vertice, '\$25,000'. A prominent 'Approve' button is at the bottom of the card. A small logo with three colored circles is also visible on the right side of the interface.

# Trusted by the best





25% Average Savings



Comprehensive data set covering thousands of up-to-date transactions, providing **pricing transparency** and benchmarking insights.

# Data intelligence & expertise



Tech-enabled buyers with **intimate knowledge** of SaaS pricing and business models, helping customers get the best deal, every time.



Repeated interactions with the same vendors lead to faster revenue for them and **better discounts**.

We're the first to find out about price improvements, new SKUs, etc.

Anything we learn from one customer **benefits the others**.

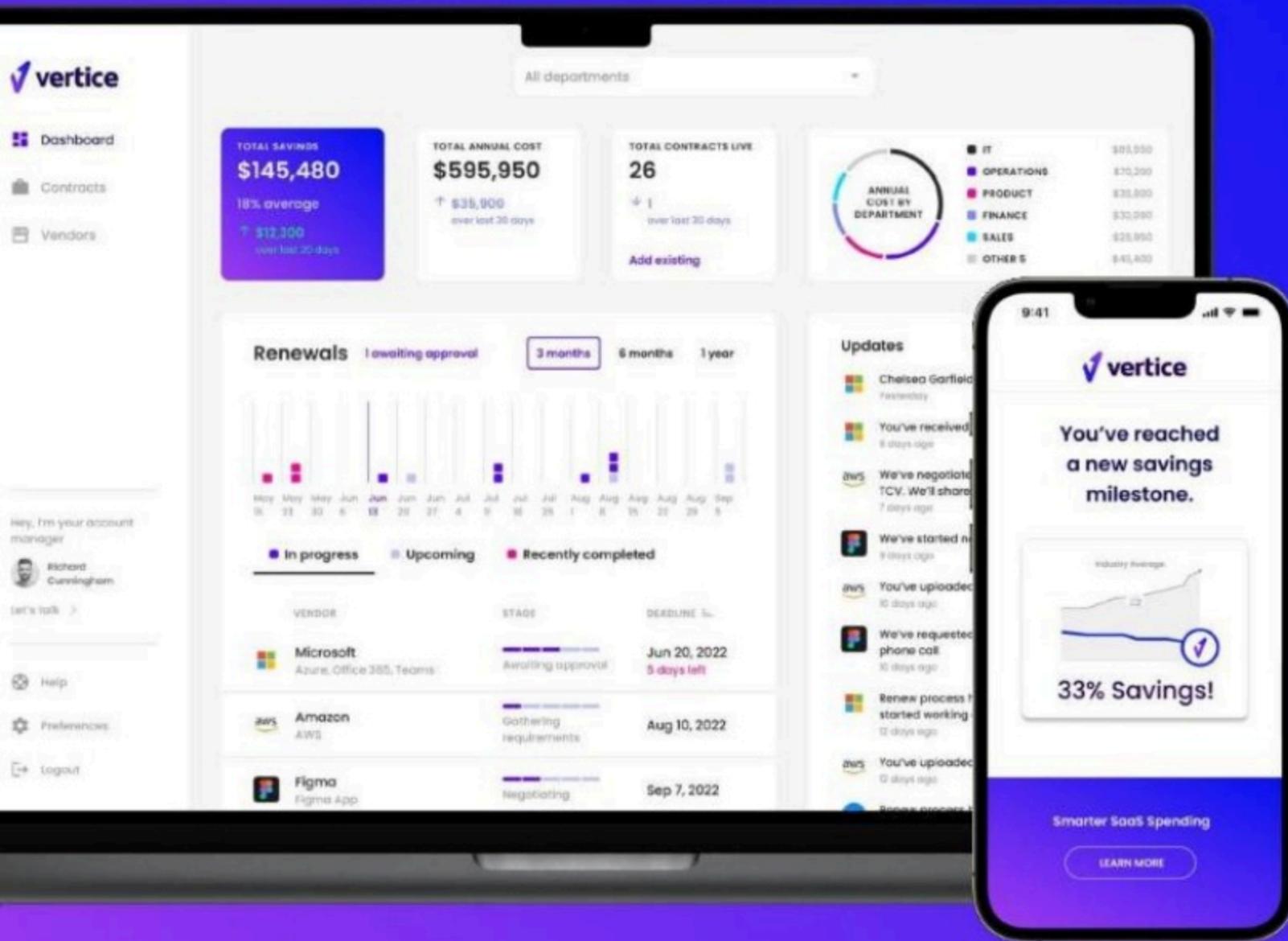
## Buying leverage

The screenshot shows a contract renewal interface. At the top, it says "PREVIOUS CONTRACT" with a value of "\$100,000" and a Microsoft Dynamics logo. Below this, a blue overlay box displays the following information:

- RENEWAL** (in a red box)
- Purchase price**: \$75,000
- Vertice savings**: \$25,000 with a red arrow and "25%" indicating the discount.
- An **Approve** button at the bottom.

The background of the interface shows a grid of various vendor logos, including Salesforce, AWS, and Microsoft.

# Tech platform



- A 360° view of the SaaS stack and renewal schedule, in **one centralized location**
- Streamlined approval process that is **quick and painless**, ensuring legal compliance every step of the way
- **Extensive integrations** with all major ERP, finance and contract management systems

# How Vertice works with customers



**We analyze the  
SaaS stack**

**We map to the  
customer  
objectives**

**We work to save  
the customer  
money**

# Proven track record of success



Over **\$600m** in successful  
SaaS exits

wandera

ScanSafe



Visit [vertice.one](https://www.vertice.one) to learn more



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