

How SpendLogic Helps Businesses Stop Wasting Money on Software

Every finance leader I have spoken with in the past year shares the same quiet frustration: they have no real idea what their company actually spends on software. The monthly invoices come in from different vendors, some charge per user, others per feature tier, and a surprising number of subscriptions are simply forgotten. One CFO told me he discovered a CRM tool his team had stopped using nine months earlier. The vendor had been billing every month, and nobody had noticed. That kind of waste adds up fast, and it is almost invisible inside a growing organisation.

When I started digging into the problem, I realised the real issue is not just tracking spend. It is connecting that spend to something concrete: who uses the tool, how often, and whether it actually drives value. Without that link, every renewal decision is a guess. That is where a platform like SpendLogic comes in, not as a simple spreadsheet replacement, but as a system that ties purchasing data to actual usage patterns. The idea is to replace gut feelings with hard numbers, and to do it in a way that does not require a dedicated procurement team.

The Real Cost of Subscription Sprawl

Software-as-a-service has changed how companies buy tools. The old model meant a big upfront licence and a multi-year commitment. Now a department head can sign up for a collaboration tool with a credit card and a few clicks. That convenience has a downside. The average mid-sized company now uses over 120 SaaS applications, according to industry surveys. Many of those tools overlap in function, and a sizeable percentage are underused or completely abandoned.

I have watched teams double pay for project management software because one group liked Trello and another preferred Asana. Neither group checked whether the other already had a licence. The finance team saw two line items and assumed both were necessary. Multiply that across an organisation, and the waste becomes a significant drag on margins. The challenge is not that these tools are bad. It is that nobody has a single view of what is being paid for and what is actually being used.

The hidden cost goes beyond the subscription fee. Every redundant tool adds complexity: more passwords to manage, more integrations to maintain, more training time for new hires. The friction slows down teams and creates security blind spots. When an employee leaves, do you know which of those 120 tools still have an active account under their email? Probably not. That is an open door for data exposure.

How SpendLogic Changes the Conversation

What makes [SpendLogic](#) different from a standard expense tracker is its focus on usage intelligence. It does not just aggregate invoices and spit out a pie chart. It ingests data from your HR system, your identity provider, and your billing platforms to build a live picture of who has a licence for what and whether they are actually logging in. You can see, for example, that you are paying for 200 seats of a design tool but only 80 people have used it in the last 30 days. That is a concrete number you can take to a department head.

I have seen this approach turn procurement from a reactive chore into a proactive strategy. Instead of waiting for a renewal notice and scrambling to justify the cost, teams can review usage trends quarterly and decide which tools to keep, which to downgrade, and which to cut. The savings are not theoretical. One company I worked with found they could reduce their SaaS spend by 23% in the first six months simply by eliminating unused seats and consolidating overlapping tools. They had been bleeding money for years without knowing it.

The platform also handles the messy details that spreadsheets get wrong. Licence types vary: some vendors charge per active user, others per named user, and a few bill by storage or API calls. SpendLogic normalises those different pricing models so you can compare apples to apples. That might sound small, but anyone who has tried to reconcile a Salesforce invoice against an AWS bill knows how quickly the differences add up.

Usage Data Is Only Half the Picture

Raw usage numbers can mislead if you do not ask the right questions. A low usage rate might mean the tool is bad, but it could also mean the team is understaffed or the rollout was poor. A high usage rate does not automatically justify the cost if the tool duplicates something another platform already does. SpendLogic addresses this by letting you tag applications by business function, team, and criticality. You can see that the expensive analytics suite is used daily by the marketing team but barely touched by product, which might indicate you are paying for a tier designed for the whole company when only one department needs it.

The real insight comes when you layer spend data against business outcomes. Did the new sales engagement tool actually increase conversion rates? Did the upgrade to the enterprise plan for the video conferencing platform reduce meeting fatigue? Those are harder questions, but SpendLogic gives you the framework to start answering them. It connects the cost side of the equation to the value side, at least as far as usage metrics can take you.

Practical Steps for Getting Started

If you are considering a platform like this, the first step is to audit what you already have. Pull a list of all active subscriptions from your accounting system, your credit card statements, and

any procurement records. You will probably find surprises. One client discovered they were still paying for a legacy server monitoring tool that had been replaced two years earlier. The invoice had been auto-paid from a corporate card that nobody reviewed.

Once you have that inventory, categorise each tool by department and frequency of use. Do not rely on memory. Pull actual login data from your identity provider or ask vendors for usage reports. The goal is to identify the bottom 20% of tools by usage and cost. Those are the easiest candidates for removal or renegotiation. SpendLogic automates most of this categorisation, which saves a lot of manual spreadsheet work.

Next, set a regular review cadence. Quarterly reviews work well for most companies. Monthly is too frequent for strategic decisions, and annual is too slow to catch waste before it compounds. During each review, compare usage against the previous period. Look for tools where usage is declining but cost is flat. Those are the ones to renegotiate or replace. Also watch for spikes in licence count that were not approved through procurement. That often indicates a department went rogue and bought seats without central oversight.

Finally, build a simple policy for new tool requests. Require a business case that includes the expected number of users, the monthly cost, and whether an existing tool can fill the need. This does not have to be bureaucratic. A short form in your ticketing system is enough. The key is that someone checks for overlap before a new subscription is created. SpendLogic can help enforce this by flagging duplicate categories or suggesting existing alternatives when a request comes in.

What about the Human Side

Nobody likes having their tools taken away. If you announce that you are cutting all subscriptions with less than 50% usage, you will get pushback. Teams grow attached to their software, even when it is not the best fit. The smart approach is to frame reductions as reallocation, not deprivation. The money saved from an underused licence can fund a tool that the team actually needs. Show people the numbers. When they see that cancelling the old analytics platform frees up budget for the specialised design tool they have been requesting, the conversation changes.

I have also learned that you should never cancel a tool without first talking to the people who use it most. Sometimes a low overall usage number hides a small group of power users who depend on that tool for critical work. In those cases, you might want to keep a handful of licences rather than the full enterprise plan. SpendLogic can help identify those power users by showing individual login frequency and feature adoption.

Making the Decision

Software spend management is not glamorous, but it pays real dividends. Every dollar saved on a redundant subscription goes straight to the bottom line. More importantly, the discipline of reviewing what you buy and how you use it forces better habits across the organisation. Teams start thinking twice before adding another tool, and finance gains the visibility it needs to plan budgets with confidence.

I have seen companies transform their procurement process from a black box into a transparent, data-driven function. It takes a bit of effort upfront, but the return is consistent. SpendLogic is one of the tools that makes that transformation possible, especially for teams that do not have a dedicated procurement department. It handles the heavy lifting of data aggregation and normalisation, and it surfaces the insights that would otherwise stay buried in a dozen different invoices.

If your company is spending more than a few thousand dollars a month on software, it is worth taking a hard look at where that money goes. The waste is probably bigger than you think, and the fix is more straightforward than you imagine. You just need the right data and a willingness to act on it.