



Uncle SAM: How AppClarity saved the US taxpayer millions at a leading federal agency



Software sprawl and the US federal government

Reducing software sprawl should have huge appeal whatever the industry. After all, there aren't too many areas in which a company can reduce its attack surface and simultaneously reap serious savings through the same effort.

This is exactly why the executive office of the President gave its agencies the additional impetus to practice better software asset management, through the [FITARA Act](#).

This injunction aside, however, the challenges and issues around SAM in the federal sector resemble those of any industry today, and include the difficulty in ascertaining accurate software usage, managing software waste, centralizing licenses, and keeping up with ever changing licensing models.

Engaging with the federal client:

With the FITARA Act in mind, a well-known federal agency recently engaged 1E's AppClarity to improve its own security and SAM practices. "Our client actually had quite a few challenges before deploying AppClarity," explains 1E implementation partner Nick Coons (Software License Manager, BOC). "They had no idea what was in the environment, they had no idea what they were and weren't using. In addition, they had a lot of inaccurate reporting data – so they weren't able to provide senior management with accurate usage data to make any accurate decisions for truing up or truing down."

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“ **Nick Coons**
(Software License Manager, BOC)

The agency's software sprawl was further exacerbated by the fact that different departments within it would purchase their own software directly.

"The main cause for software sprawl in the agency was a lack of a single standard procurement method," says Brian Burroughs (Systems Engineer, BOC), "as well as the fact that the agency was without administrative account controls in their environment."

The client was determined to get that sprawl under control and better utilize the wasted funds for other purposes. It would also become increasingly important that, with software remaining the primary source for most breaches, its sprawl was a serious security threat.

"The degree to which software had become a security issue turned out to be a pretty big eye opener for our client," adds Coons. "They really had no idea what was out there. Getting a handle on what versions and how outdated they were, was a pretty big shock."

Savings and impact


BOC performed an extensive analysis before selecting AppClarity as the best way to help the client reduce its software sprawl. "Everything about AppClarity on 1E's website was exactly as it proved in performance," asserts Burroughs.

The economic benefits of AppClarity were near instantaneous.

"Right off the bat, within the first six months, there was a 1.7-million-dollar savings through the Microsoft agreement," explains Coons. "And another \$163,000 in the Adobe agreement." Meanwhile, the client's security posture was boosted through a significant reduction in software sprawl.

"With AppClarity we had a lot of short- and long-term installation reductions," adds Burroughs. "Within the first six to nine months we identified twelve to thirteen thousand unapproved installations that

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weren't supposed to be on the network. To date we have about 15,000 of those installations uninstalled, with another 9,000 unapproved installations that will be going through the automated reclaim policy in AppClarity."

BOC feels the ongoing potential for the federal client to enjoy greater savings and security is significant. "Regarding long-term savings: the sky's really the limit," says Coons. "We initially focused on Microsoft and Adobe: we're moving now on to focus on Oracle, VMware and other smaller vendors."

BOC cites AppClarity's software reclaim policies as an especially beneficial aspect of the solution, alongside the reporting capabilities its been able to utilize, allowing it to report accurate information up the chain.

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Now read how 1E also helped another federal agency, The United States Department of Veterans Affairs (VA), boost its FITARA rating from an F to an A, and achieve savings of over \$68 million through AppClarity.

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Cyber security is critical. One breach could destroy your organization's reputation and cost millions of dollars. We take that threat seriously. 1E gives you unprecedented control and visibility over your full digital estate, delivered at speed and at scale. We're working towards a world of proactive cyber security, a world where CIOs and CISOs work together to ensure that no threat can bring down their systems.

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