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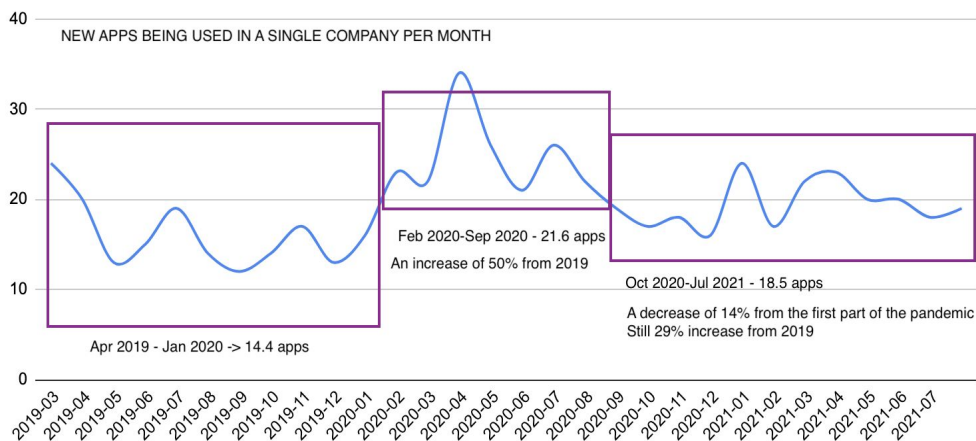
SaaS Insights
New Application Adoption

+18 New SaaS Applications Appear in Your Organization Every Month

According to Torii's customer data, the average organization is now adding approximately **18.5 new SaaS applications** to their tech stack every month - up from 14.4 prior to the pandemic (a 29% increase). However, the majority of these applications are provisioned outside of the IT department (by line-of-business users). Often these unsanctioned applications are paid and carried on a department's P&L, buried inside of expense reports, or are free or freemium applications altogether.


AVG # New Apps (Without first month) - for all company sizes

NEW APPS BEING USED IN A SINGLE COMPANY PER MONTH

Apr 2019 - Jan 2020 -> 14.4 apps

Feb 2020-Sep 2020 - 21.6 apps
An increase of 50% from 2019

Oct 2020-Jul 2021 - 18.5 apps
A decrease of 14% from the first part of the pandemic
Still 29% increase from 2019

Source: Torii customer data

This leads to a **3X-6X increase** in the difference between perception and reality of how many applications IT teams think they have, and how many they actually do. In fact, Microsoft projects that while most IT teams think they have 30-40 cloud apps in use, the real number is often closer to 1,000 apps - 80% of which are non-sanctioned, have not been reviewed, and may not be compliant with security policies.

Perceived vs. Real Application Portfolio

■ Perception ■ Reality

Number of Apps

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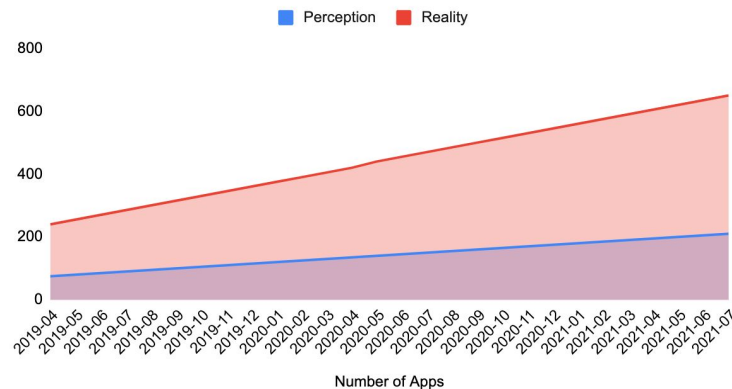
The Business Implications of Not Effectively Managing your Software Portfolio

Financial

The financial outcome, according to the ITAM Review is that most organizations **waste 35% of their budgeted license costs** on duplicate or unused seats in their SaaS application portfolio. Redundant seats are purchased and expensed, while others sit there unused or underutilized due to the inevitable churn that happens in the SaaS application stack.

Security

By 2025, 99% of cloud breaches are going to be caused by preventable configuration or user errors (according to Gartner). And while IT, security and governance teams are tasked with protecting their organization's sensitive data across their entire SaaS application stack, our data indicates that they are **only seeing 15-33% of their full stack,** even when using a CASB tool.

Operational

Each new application added to the stack further increases the operational burden IT teams have to contend with. With the average organization spending up to **60 minutes per user per month** managing mundane operational tasks such as user onboarding and offboarding, the time spent on non-strategic work is spreading IT teams thin. These manual tasks also create room for errors, such as users not being offboarded from every SaaS application after they have left an organization.

About This Data

Outside of external references, the data in this brief was sourced, aggregated and anonymized from Torii's customer data. It represents a global average across organizations ranging from midsize to large public companies.

About Torii

Torii is the #1 automated SaaS management platform (SMP). It lets IT professionals find and inspect every SaaS application in their approved and Shadow IT portfolio and to program desired actions that optimize SaaS costs, eliminate manual SaaS operations and address SaaS data protection and security issues.

Learn more about Torii at www.toriihq.com.