

WHITE PAPER

# Integrate IT Financial Management and Enterprise Architecture

With an out-of-the-box integration solution for LeanIX and Apptio





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# Introduction



## In this white paper, you will learn:

- The impact collaborative, data-driven tools make on IT management
- Use cases for how the Apptio and LeanIX integration forms the link for end-to-end EA
- How the out-of-the-box integration works, and what you can expect

To succeed in today's world of frenzied digitization, businesses need to remain innovative yet consistent, lean despite the simultaneous adoption and development of new technologies, and profitable in a sea of everchanging customer demands. On a more micro level, and in an effort to keep pace, disparate functions across the enterprise are speaking different languages to manage their workflows and the infrastructure that powers them. These internal and external pressures lead to periods of hypergrowth and stagnation – and all the while the complexity of the IT landscape grows.

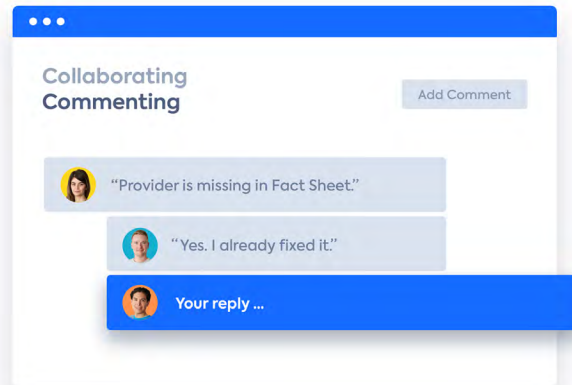
One of the first things that gets lost in this complexity is visibility into how IT contributes to top-line growth, and bottom-line profitability. When executives like the CEO and CFO look at technology spending, it should reflect more than a cost center. Enterprise architects, cloud architects, and CIOs should be able to quickly access datasets and review financial information to influence key decisions. And, application owners need to be able to provide their leadership teams with a clear view of the total cost of ownership (TCO) across the ecosystem.

It's for these reasons that – at all levels of the organization – aligning business and IT strategy through a combination of [enterprise architecture](#) (EA) and [IT financial management](#) (ITFM) is of paramount importance. Otherwise, there will never be a real-time, single source of truth that stakeholders can rely upon to control spending and shape the future.

# A Collaborative Approach to Data-Driven Enterprise Architecture

One of the cornerstones of success for any EA practice is communication and collaboration. This has been a guiding light for LeanIX since its inception. From internal collaboration and pricing based on number of applications (rather than users), to the company's greater partner ecosystem, data-driven decisions are based on the sum of all parts (see Figure 1).

**Figure 1**  
Collaboration within LeanIX



Source: LeanIX GmbH

## Seamless integrations

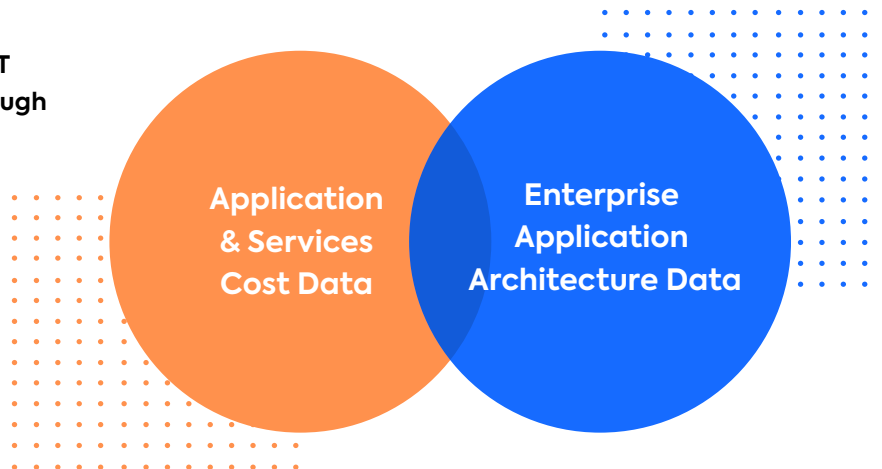
With the LeanIX [Enterprise Architecture Suite](#), gathering a central repository of mission critical information is no longer a fully manual process. Instead, stakeholders can effortlessly import data with out-of-the-box integrations that require minimal configuration.

The EA Suite provides a holistic view of the IT landscape with integrations ranging from collaboration software to configuration management databases (CMDBs), business process management (BPM), and technology lifecycle databases.

## The need for modern ITFM

LeanIX has remained the top-rated enterprise architecture tool with these integrations in place. Still, there was something missing, and that meant breaking down another information silo often encountered in EA – IT financial management. Enter, [Apptio](#).

**Figure 2**  
Next-generation IT Management through integration



Source: LeanIX GmbH

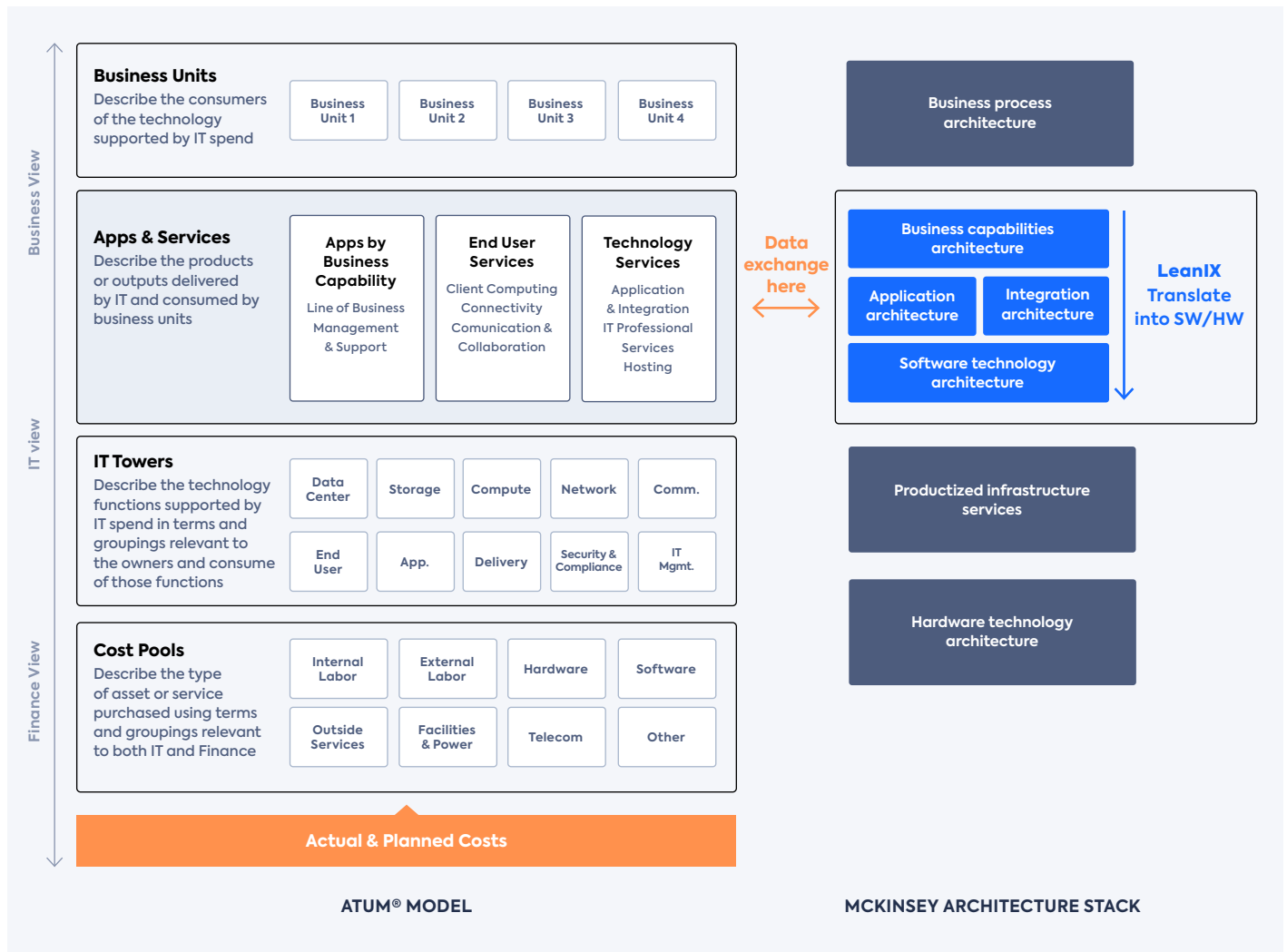
# Forming the Link for End-to-End EA & ITFM

With the technology partnership and product integration between LeanIX and Apptio, for the first time ever, enterprises will have a direct and dynamic link between the technology landscape and its planned and actual IT spending. This integration empowers stakeholders at all levels of the organization to make better, data-driven decisions about their IT investments by uniting their company's [technology business management \(TBM\)](#) and [enterprise architecture framework](#) (see Figure 3).

## Two platforms, one solution

The end-to-end visibility provided by the Apptio-LeanIX integration is what makes this partnership so powerful. First and foremost, the out-of-the-box, bidirectional data flows help centralize data for all parties involved. This means less manual effort to realize the inherent value of a combined dataset spanning all facets of the technology landscape. See Tables 1 and 2 on the next page to better understand why these two SaaS leaders in the greater IT management space have partnered up.

**Figure 3**  
Automated Data Flow Between Apptio and LeanIX





Source: LeanIX GmbH

**Table 1**  
**Why Apptio and LeanIX Formed an Exclusive Partnership**

<b>Customer focus</b>	<ul style="list-style-type: none"> <li>• Designing products that truly meet customers’ needs in aligning business and IT</li> <li>• Award-winning support</li> </ul>
<b>Values and vision</b>	<ul style="list-style-type: none"> <li>• Transparency to foster a culture of fiscal responsibility</li> <li>• Future-forward thinking to be ready for the next generation of IT</li> </ul>
<b>Taxonomy</b>	<ul style="list-style-type: none"> <li>• A shared language across IT, business, and finance to jointly improve data-driven decisions</li> </ul>
<b>Leadership</b>	<ul style="list-style-type: none"> <li>• LeanIX is the leader in enterprise architecture</li> <li>• Apptio is the leader in technology business management</li> </ul>

Source: LeanIX GmbH

**Table 2**  
**Summary of Features**

	
<ul style="list-style-type: none"> <li>• Central repository for transparent financial views of the IT landscape</li> <li>• IT financial management tool to establish more accurate budgeting, forecasting, and analysis</li> <li>• Accountability and time savings across the entire technology business unit</li> <li>• Software-as-a-Service (SaaS) for planning, optimizing, controlling, and collaborating about IT investments</li> </ul>	<ul style="list-style-type: none"> <li>• Intuitive platform for managing IT portfolios to make data-driven analysis</li> <li>• Enterprise architecture and application portfolio management to quickly see application redundancies and lifecycle</li> <li>• Collaboration across the enterprise to ensure business needs are reflected in IT initiatives</li> <li>• Software-as-a-Service (SaaS) for optimizing business processes and improving agility</li> </ul>

Source: LeanIX GmbH

## Integration use cases

### Application rationalization

[Application portfolio rationalization](#) is the act of streamlining the existing application portfolio with an explicit goal of improving efficiency, reducing complexity, and lowering total cost of ownership (TCO) through a myriad of processes. LeanIX stands as the single source of truth for IT data pertaining to business capabilities, applications, IT components, user groups, projects, and providers. Syncing this data to [Apptio's industry-leading cost modeling SaaS solution](#) enables users to broaden their reporting capabilities and dissect reports using differing sets of analytics. This provides automated, comprehensive financial reviews and more accurate budget forecasting (see Figure 4).

A company in the casino-entertainment industry with nearly \$9 billion in global annual revenues synced their LeanIX instance with Apptio to eliminate manual effort and ensure a continuum of accurate data that matches their technology business management (TBM)

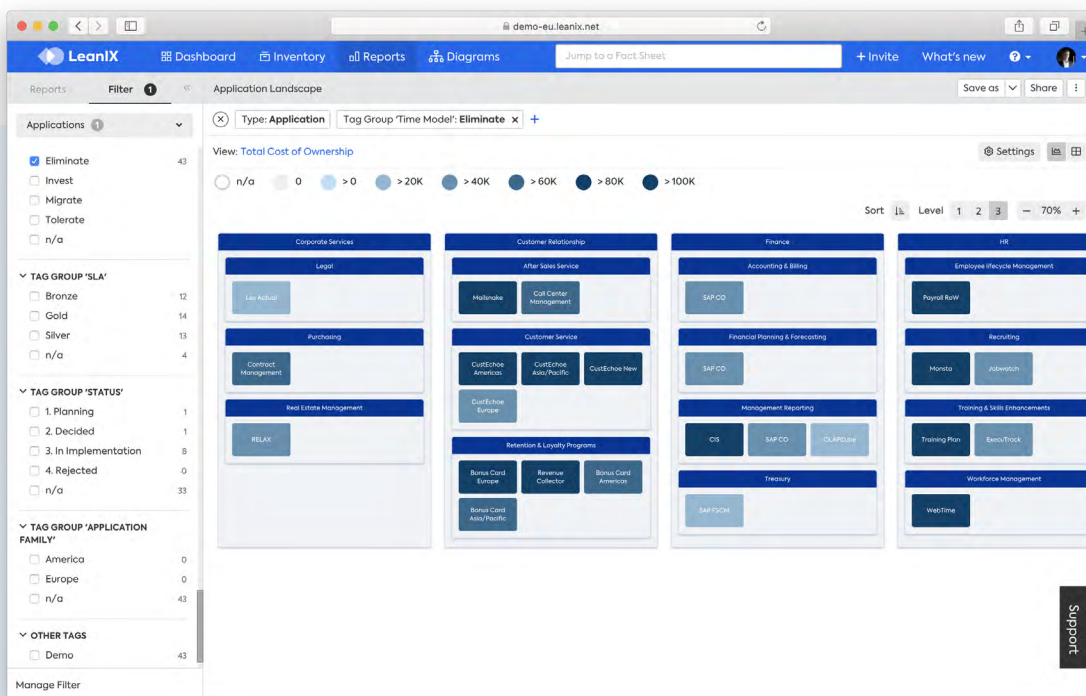
taxonomy. This led to easy visualization, tracking, and reporting of application costs as they relate to business functions across the enterprise.

For enterprise architects (EAs) working to report up the ladder, and C-level executives examining cost pools across the IT landscape, the integration between Apptio and LeanIX helps the application rationalization process by:

- Reducing costs through transparency.
- Tethering cost information to application lifecycle data to reduce complexity and improve decision-making.
- Enabling the visualization of various scenarios based on technical fit, functional fit, business criticality, and cost of applications to inform rationalization strategies.
- Surfacing technology dependencies and risks that contain the highest cost ramifications.

Figure 4

TCO of Applications Sorted by Those Labeled “Eliminate” in the TIME Model



Source: LeanIX GmbH & Apptio

### Technology risk management (TRM)

Most companies are much better at introducing new technologies than retiring them. When out-of-date systems remain live, it can be a feeding frenzy for cyberattacks or pose a threat of service outages – both of which lead to significant (and costly) disruption of operations. That’s what makes [technology risk management](#) so important for maintaining compliance (see Figure 5).

The responsibility of TRM largely falls on CIOs and CISOs, but enterprise architects also play a major part. The integration of LeanIX and Apptio helps to minimize migration costs from retiring legacy IT components and reducing the support costs associated with keeping outdated systems live. It does so by empowering EAs to:

- Increase visibility into legacy technologies and their financial impact on the business.
- Minimize migration costs while moving data between IT components.
- Reduce support costs associated with keeping outdated technologies active.

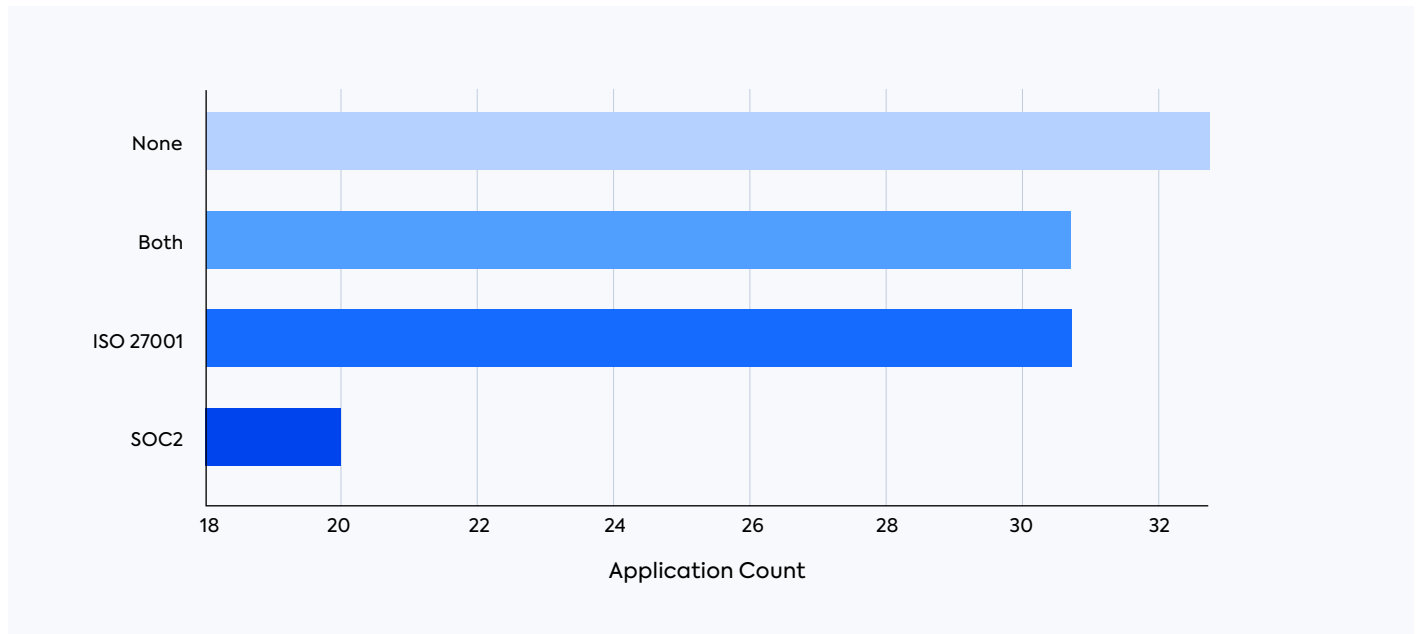
### Cloud migration

With most global enterprises adopting a cloud-first strategy, EAs and cloud architects (CAs) have been tasked with managing this widespread transformation and its financial impact on the business. This is especially true when determining which applications, for which business processes, would be best suited by a cloud migration to save costs and improve technical fit. What was once a manual effort of data entry and importing can now be accomplished seamlessly with the dynamic integration of Apptio and LeanIX.

The Apptio–LeanIX integration enables higher levels of collaboration across business and IT stakeholders evaluating [cloud transformation](#) strategies. This is accomplished through:

- Streamlining feasibility analysis to determine which applications are viable candidates to be moved to the cloud.
- Structuring the cloud migration plan by looking at application data from multiple angles i.e. technical fit, functional fit, cost, and workload.
- Tracking status of cloud transformation projects and associated costs.

**Figure 5**  
**Application Count by Compliance Status**



Source: LeanIX GmbH & Apptio



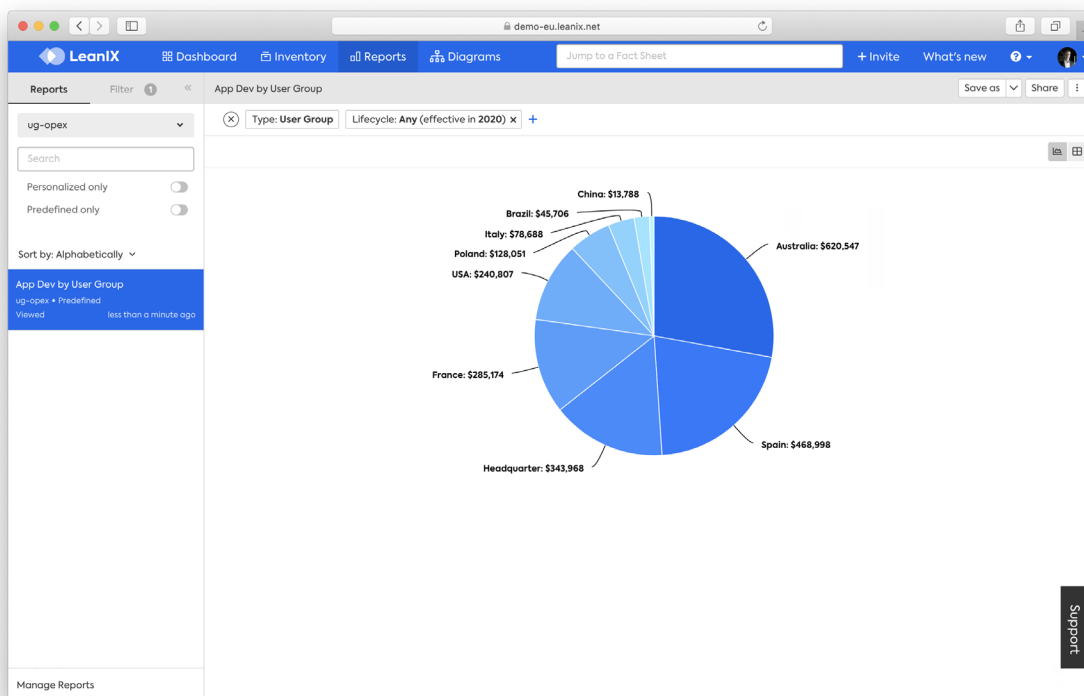
### Application portfolio management (APM)

APM is the practice of governing and optimizing inventories of software applications to achieve precise business objectives. This is accomplished by creating transparent overviews of IT application landscapes to standardize software throughout business units, promote agility and innovation, and better evaluate IT costs for development (see Figure 6).

By utilizing the integration between Aptomio and LeanIX, users can level-up their [application portfolio management](#) efforts to:

- Reduce complexity across the IT landscape with LeanIX as the single source of truth of applications, business capabilities, IT components, projects, and providers.
- Identify gaps in the application portfolio to improve investment decisions.
- Understand how changes within the application portfolio will affect cost pools.
- Increase visibility into historical cost data.

**Figure 6**  
**Application Development Costs by User Group**

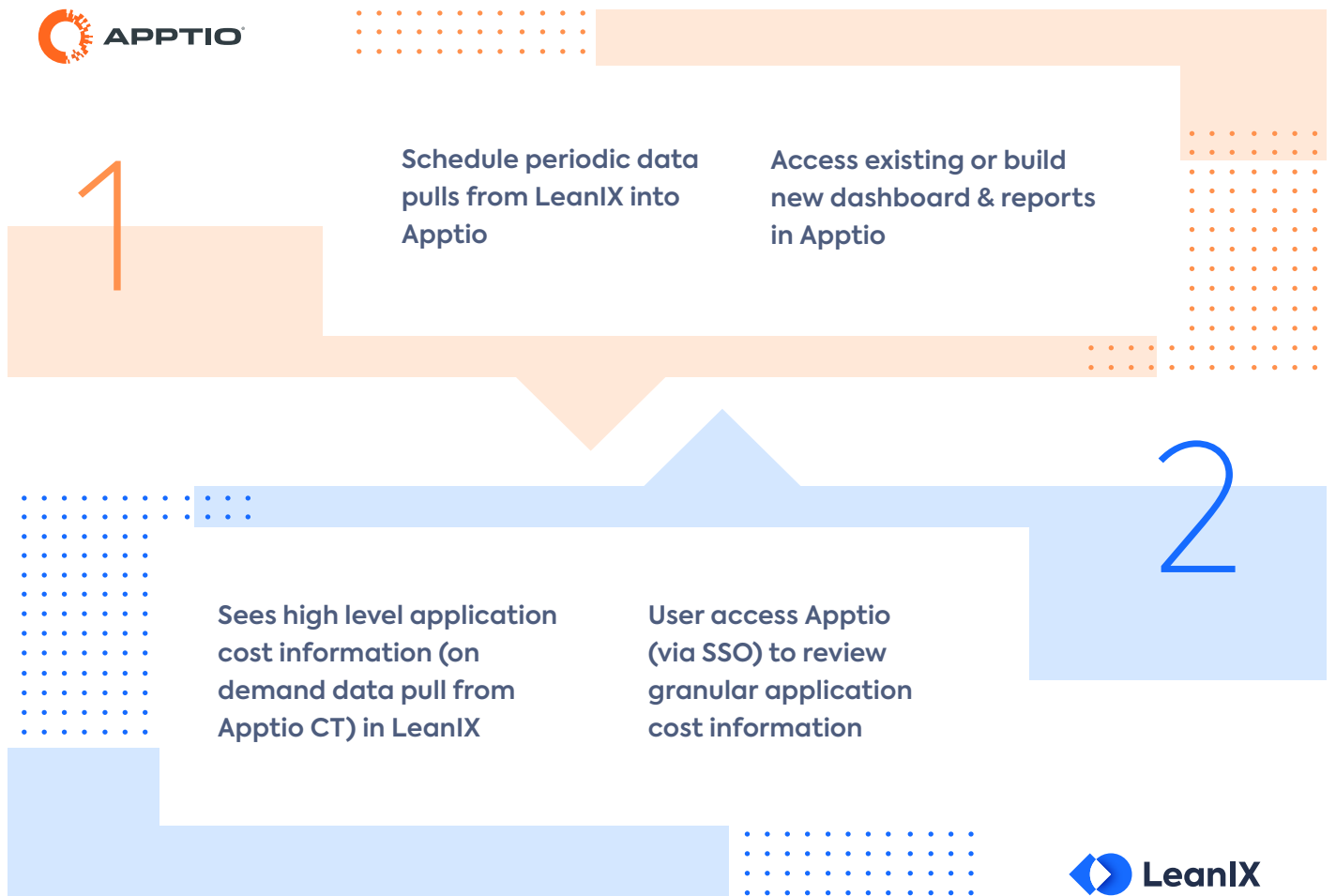


Source: LeanIX GmbH & Aptomio

# How the LeanIX-Apptio Integration Works

Now that we have established some of the benefits of the out-of-the-box connector between Apptio and LeanIX, let's take a look at how the holistic link between business, IT, and finance works. Ultimately, the integration will be offered in two steps: Base or Advanced integration.

**Figure 7**  
**Two Phases of the Apptio-LeanIX Integration**



Source: LeanIX GmbH

### Base integration

The Base integration of LeanIX and Apptio is available for customers today. Users can unlock the full potential of their IT data by syncing it to Apptio to reveal the true financial impact of their IT landscape. This will empower cross-departmental collaboration through total cost transparency and a shared language when discussing deployed technologies (see Figure 8).

### Advanced integration

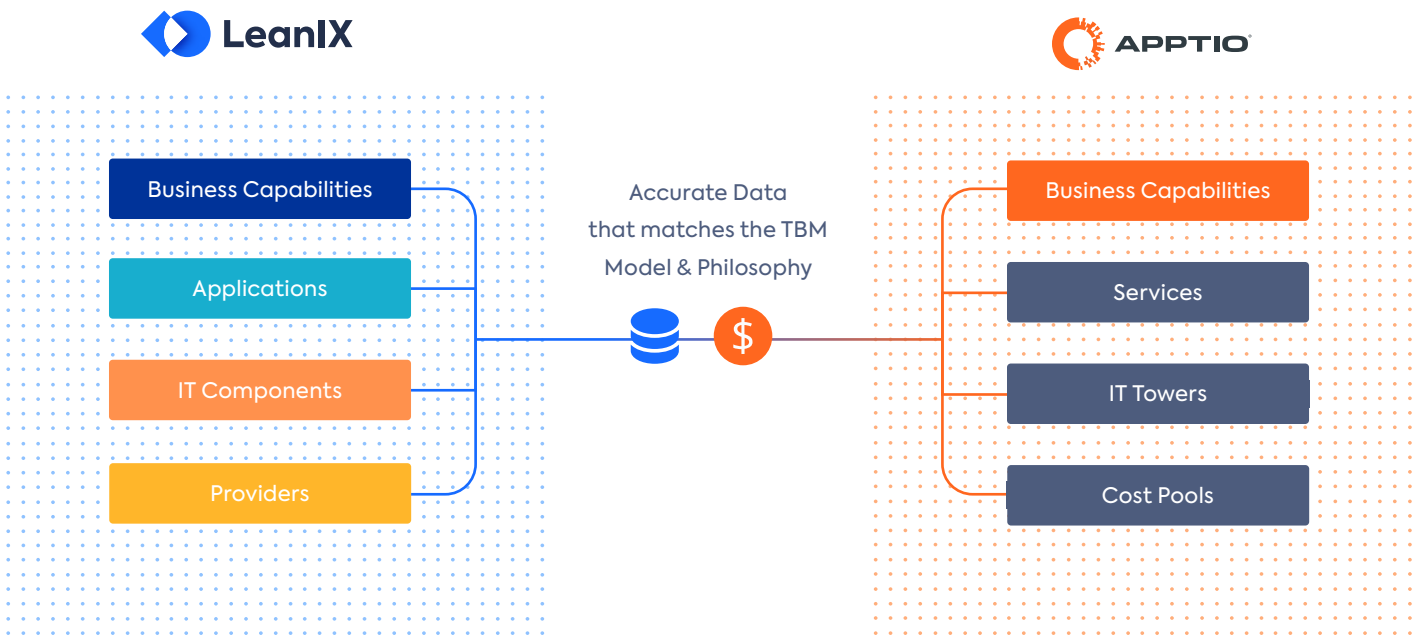
The Advanced integration is soon to follow. This release will enable financial data to be pulled from Apptio into LeanIX, giving customers a combined dataset with

accuracy in both platforms. Customers will also be able to analyze time-based cost metrics in LeanIX.

### Breakdown of key features

Once IT data from the LeanIX instance has been synced to Apptio, calculations — whether general (e.g., OpEx, CapEx, total cost of ownership) or application-specific (e.g., application run costs, application development costs, application cost savings) — are paired to Fact Sheets and incorporated into the overall reporting capabilities. See Table 3 on page 12 for a full breakdown of features by integration type.

**Figure 8**  
Automatic Taxonomy Mapping Across Platforms



Source: LeanIX GmbH

**Table 3**  
**Features by Integration Type**

INTEGRATION TYPES	FEATURE SET
<b>Base integration</b>	<ul style="list-style-type: none"> <li>• Export information from LeanIX to Apptio with LeanIX Integration API</li> <li>• Schedule periodic data pulls from LeanIX to App</li> <li>• Out-of-the-box export of the following Fact Sheet Types with predefined fields and all relevant relations:                             <ul style="list-style-type: none"> <li>  User groups</li> <li>  Business capabilities</li> <li>  Applications</li> <li>  IT components</li> <li>  Providers</li> <li>  Projects</li> </ul> </li> <li>• Apptio API user credentials</li> <li>• Configuration options to select which Fact Sheets, relations, and attributes are exported</li> <li>• Configurable extension of the fields that are exported</li> <li>• Access existing or build new Dashboards &amp; Reports in Apptio</li> </ul>
<b>Advanced integration</b>	<p>Everything included in Base integration plus:</p> <ul style="list-style-type: none"> <li>• Import data from Apptio to LeanIX</li> <li>• On demand data pulls from Apptio to LeanIX</li> <li>• Link to Fact Sheet-specific detail page in Apptio</li> <li>• Synchronize Fact Sheets</li> <li>• Cost fields</li> <li>• Fact Sheet level cost view</li> <li>• Fact Sheet level cost over time (metric)</li> <li>• Search “Filtering by cost type”</li> <li>• Cost view for Reports &amp; Diagrams</li> <li>• Manual or scheduled execution of data export</li> </ul>

Source: LeanIX GmbH

# Summary

The power behind the Apptio and LeanIX transcends the power of the companies' integrated software offerings. It's a blend of shared values, customer focus, and future-forward thinking that has prepared both organizations to support the next-generation of IT management.

With digital transformation clouding management's visibility into technology spend and hindering the reporting capabilities of key decision makers, stakeholders at all levels of the organization, in any industry, can stand to benefit from improved alignment between business, finance, and IT.

## About Apptio

Apptio fuels digital business transformation. Technology leaders use Apptio's machine learning to analyze and plan their technology spend so they can invest in products that increase the speed of business and deliver innovation. With Apptio, they translate raw costs, utilization, and billing data into business-centric views that help their organization optimize spending, plan strategically, and drive digital strategy that funds growth

of the business. Technology leaders can gather instant recommendations that result in 30% saving on cloud services. For more information, please visit [apptio.com](http://apptio.com).

## About LeanIX

LeanIX offers a Software-as-a-Service (SaaS) application for driving Enterprise Architecture and Cloud Governance, enabling companies to accelerate their IT transformation. From on-premises to cloud native and microservices, architecture teams using LeanIX have the power to strategically support their business and take decisions faster. More than 270 global brands including Volkswagen, adidas, Bosch, DHL, Santander, Atlassian, and Zalando rely on LeanIX to improve transparency, visibility, and drive real-time efficiencies. LeanIX addresses IT's critical need to ensure high-quality, real-time data is accessible to stakeholders whenever needed. Use cases include Cloud Governance, Application Portfolio Management, and Technology Risk Management. LeanIX was founded in 2012 by Jörg Beyer and André Christ. The company is headquartered in Bonn, Germany, with U.S. headquarters in Boston, Massachusetts, and an office in Hyderabad, India.

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