

Portfolio Analysis Report

Prepared by **Teem** · May 2026

This report illustrates what Portfolio Analysis surfaces for organizations matching these profiles. Data shown is representative of real analysis outputs.

Who This Report Is For

Portfolio Analysis surfaces consolidation opportunities across your entire supplier portfolio — scored by financial impact, functional overlap, and vendor embeddedness. The following three profiles illustrate what the analysis produces for different types of enterprise organizations.

1

M&A-Active Organizations

Organizations growing through acquisition face a specific version of this problem. Each transaction closes with an inherited supplier stack, its own contracts, and renewal dates that bear no relation to the parent company's procurement cycle. Procurement is managing a portfolio that has multiplied in complexity with every deal — and the manual process of identifying overlap across entities is too slow to keep pace with the acquisition programme.

Trigger: Each acquisition triggers an executive mandate to integrate the new entity's supplier base. Without a structured view of the combined portfolio, that process starts from scratch every time.

What the analysis surfaced: For a Fortune 500 building products distributor, Portfolio Analysis identified **240 consolidation opportunities** across 3 acquired entities within two weeks of the initial data connection.

2

Decentralized Enterprise Organizations

In organizations where offices, regions, or practice areas purchase independently, central procurement rarely has a complete picture of what is active across the business. The same functional category gets purchased by different teams at different prices with different renewal dates. The aggregate cost of that fragmentation is genuinely difficult to see without pulling all the data together in one place.

Trigger: An executive mandate for global cost savings through vendor consolidation — with no supplier intelligence tooling in place to support it.

What the analysis surfaced: For a leading global management consulting firm operating across 300 offices in 65 countries, Portfolio Analysis identified **169 consolidation opportunities** with **\$154M in estimated savings** surfaced within two weeks.

3

Large Enterprise Procurement Teams

For large enterprise procurement teams, vendor consolidation is not triggered by a single event. It is an ongoing operational challenge. Portfolios grow organically. Categories fragment over time. Annual budget cycles bring renewed pressure on software and supplier spend. The CFO or board asks questions about vendor rationalization that procurement cannot answer quickly without assembling data from multiple systems — a process that takes weeks and tends to surface findings after the window to act has already closed.

Trigger: A board-level cost reduction initiative, a CFO inquiry into software spend, or an annual procurement review that surfaces more overlap than expected.

What the analysis surfaced: For a Fortune 500 organisation managing an organically grown vendor portfolio, Portfolio Analysis identified **68 consolidation opportunities** with **\$502M in estimated savings** across the full stack.

What a Portfolio Analysis Actually Surfaces

\$502M

Total Estimated Savings
Identified across all opportunities

231

High Confidence Redundancies
Opportunity score ≥ 75

68

Consolidation Opportunities
Surfaced in full analysis

187

Renewal Windows Flagged
Within the next 90 days

The Portfolio Analysis connected vendor and contract data across the full supplier portfolio and scored every product pair across three dimensions:

Match Confidence (functional similarity), **Financial Impact** (spend at stake), and **Vendor Simplicity** (ease of offboarding). Each opportunity was ranked by composite score with consolidation guidance and contract detail attached. The three highest-scoring opportunities are detailed on the following pages. The full opportunity list is summarised on page 08.

Opportunity	Suppliers	Score	Est. Savings	Earliest Renewal
Data Intelligence Platforms	Alation · Collibra	94/100	\$2.8M	Oct 1, 2028
Container Security Platform	Sysdig · Aqua Security	89/100	\$1.2M	Jan 1, 2027
Application Development Platforms	GitHub · GitLab	85/100	\$760K	Jun 30, 2026 (urgent)
Data Security Posture Management	SentinelOne · CrowdStrike	84/100	\$420K	Dec 15, 2026
Next Generation Firewall	Tenable · Rapid7	75/100	\$380K	Apr 29, 2030

[i](#) + 63 additional opportunities available in full dashboard

What We See Across Enterprise Portfolios

The findings in this report are consistent with patterns observed across enterprise portfolios at similar scale and structure. These observations provide broader context for the consolidation opportunity ahead.

SECURITY TOOLING

Security tooling generates the highest frequency of vendor overlap

Security tools are consistently the category with the most redundant vendor relationships across enterprise portfolios. EDR, container security, vulnerability management, and DSPM tools are frequently purchased independently by IT security, DevOps, and compliance teams — without reference to what already exists elsewhere. The overlap is rarely visible until a consolidated analysis is run.

POST-ACQUISITION

Post-acquisition portfolios carry significantly more redundancy than organically grown ones

Organizations that have grown through acquisition consistently show higher levels of vendor redundancy. Each acquired entity brings its own vendor preferences and procurement history. Without a structured consolidation exercise, that redundancy compounds with every transaction — often undetected for 12 to 18 months after each close.

RENEWAL TIMING

Most consolidation opportunities surface within 90 days of a renewal — too late to act

In most enterprise environments, vendor overlap surfaces reactively — when a renewal notice arrives or a budget review is triggered. By that point, the procurement cycle to act on a consolidation decision is typically shorter than the internal alignment required to make one. Portfolio Analysis surfaces renewal windows 90 days in advance specifically to close this gap.

VISIBILITY GAP

IT and central procurement rarely hold the same view of the active vendor stack

In organizations with decentralized buying, IT teams know what tools are in use but not the contract terms. Procurement teams know the spend but not the functional purpose of each tool. This visibility gap means consolidation decisions are routinely made with incomplete information — and opportunities that would be obvious with a complete picture go unaddressed.

Top Consolidation Opportunity — #1

Data Intelligence Platforms

Alation · Collibra

The organisation maintains two high-cost data intelligence platforms — Alation and Collibra — at a combined annual spend of \$2.8M across overlapping functional domains. Both tools serve as enterprise data catalogues with near-identical capability coverage. The absence of a unified data governance strategy has resulted in redundant licensing for similar metadata management capabilities.

Score

94/100

Est. Savings

\$2.8M

1

Match Confidence: 92

Both products operate as enterprise data catalogues with **97% feature coverage overlap** across metadata management and governance.

2

Financial Impact: 98

Combined spend of **\$2.8M** ranks this as the highest-value consolidation opportunity in the portfolio.

3

Vendor Simplicity: 85

Both vendors operate primarily within the data intelligence category, indicating a relatively **clean offboarding path**.

Consolidation Strategy

Choose Alation when the primary requirement is a user-friendly, search-first data catalog that prioritizes data discovery and collaborative SQL analysis for business analysts.

Choose Collibra when the organisation requires a robust, policy-driven governance framework with complex workflow automation and strict regulatory compliance mapping.

⚠️ Key Risk: Migration between these platforms involves significant technical debt related to metadata harvesting configurations and the manual effort required to port custom business glossaries and data stewardship workflows. A phased migration plan is strongly recommended.

Contract Details

Contract	Renewal Date	Annual Spend
Alation Agentic Data Intelligence Platform	Oct 1, 2028	\$1,400,000
Collibra Data Intelligence Platform	Oct 1, 2028	\$1,400,000
Combined Annual Spend	—	\$2,800,000

Top Consolidation Opportunity — #2

Container Security Platform

Sysdig · Aqua Security

The organisation maintains two container security platforms — Sysdig and Aqua Security — at a combined annual spend of \$1.2M. Both address container and Kubernetes security with significant capability overlap at the runtime security layer. The lack of a unified container security strategy has resulted in redundant licensing for core runtime protection and image scanning capabilities across the same infrastructure footprint.

Score

89/100

Est. Savings

\$1.2M

1

Match Confidence: 88

Both products address container and Kubernetes security with **high capability overlap** at the runtime security layer.

2

Financial Impact: 82

Combined spend of **\$1.2M** represents a significant consolidation opportunity relative to the broader portfolio.

3

Vendor Simplicity: 78

Aqua Security holds **broader multi-category coverage across six categories**, increasing offboarding complexity if Aqua is sunset.

Consolidation Strategy

Choose Sysdig when the primary requirement is runtime threat detection, anomaly identification, and Kubernetes-native security monitoring with a focused operational footprint.

Choose Aqua Security when the organisation requires full DevSecOps lifecycle coverage — from image scanning and supply chain security through to runtime enforcement — across a multi-cloud environment.

Key Risk: Aqua Security's footprint spans six categories. Offboarding requires reviewing and replacing coverage in areas beyond core container security, including image scanning, supply chain integrity, and infrastructure as code scanning. A capability gap analysis is recommended before finalising vendor selection.

Contract Details

Contract	Renewal Date	Annual Spend
Sysdig Secure	Feb 28, 2027	\$500,000
Aqua Platform	Jan 1, 2027	\$700,000
Combined Annual Spend	—	\$1,200,000

Top Consolidation Opportunity — #3

Application Development Platforms

⊗ **Urgent:** GitLab contract renews **June 30, 2026** — within the next 90 days. This opportunity requires immediate attention.

GitHub · GitLab Inc.

The organisation runs both GitHub and GitLab as application development platforms at a combined annual spend of \$760K. Both tools provide source code management, CI/CD pipelines, and collaboration workflows with near-identical core functionality. This opportunity is flagged as time-sensitive — GitLab's contract renews June 30, 2026.

Score

85/100

Est. Savings

\$760K

1

Match Confidence: 95

GitHub and GitLab are **functionally near-identical** at the core — source control, CI/CD, and developer collaboration are covered by both.

2

Financial Impact: 72

Combined spend of **\$760K**. Renewal urgency elevates the priority of this opportunity beyond its financial magnitude alone.

3

Vendor Simplicity: 74

Both vendors operate within application development. Migration complexity is **moderate** — dependent on CI/CD pipeline volume and integration depth.

Consolidation Strategy

Choose GitHub when the organisation prioritizes the largest developer ecosystem, extensive marketplace integrations, and industry-standard tooling for open source collaboration.

Choose GitLab when the primary requirement is a fully integrated DevSecOps platform with built-in CI/CD, security scanning, and project management — reducing dependency on third-party tools.

⚠ **Key Risk:** Migration requires moving all repositories, CI/CD pipelines, and developer workflows. Team retraining and integration reconfiguration is significant. The GitLab renewal on June 30, 2026 means the decision window is short — this opportunity should be prioritised ahead of others with later renewal dates.

Contract Details

Contract	Renewal Date	Annual Spend
GitHub Enterprise	Jul 31, 2026	\$400,000
GitLab Enterprise	Jun 30, 2026 ⚠	\$360,000
Combined Annual Spend	—	\$760,000

65 Additional Opportunities Identified

The following opportunities were surfaced in the same analysis. Each is available in full detail — including consolidation guidance, capability coverage, and contract data, within the Portfolio Analysis dashboard.

#	Opportunity	Suppliers	Score	Est. Savings	Earliest Renewal
04	Data Security Posture Management	SentinelOne · CrowdStrike	84	\$420K	Dec 15, 2026
05	Next Generation Firewall	Tenable · Rapid7	75	\$380K	Apr 29, 2030
06	AI-Powered Sales Execution	Outreach · SalesLoft	74	\$900K	Dec 15, 2026

 + 58 additional opportunities available in full dashboard

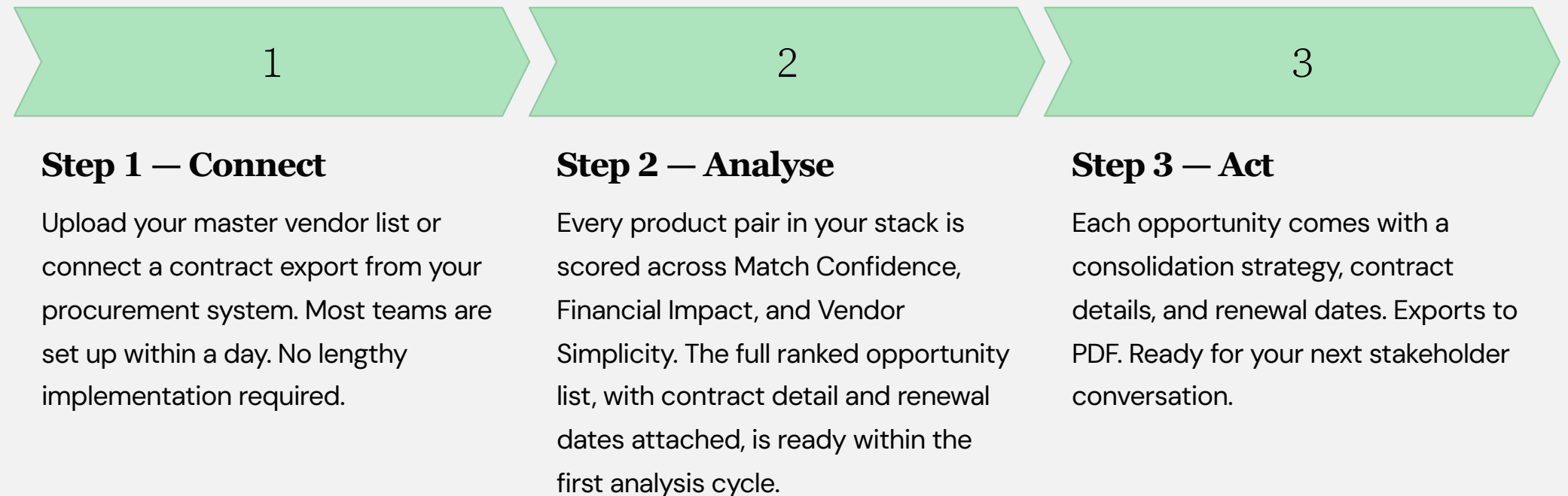
Total Estimated Savings

Across all 68 opportunities identified

\$502M

What a Portfolio Analysis Looks Like for Your Organisation

The analysis in this report reflects what Portfolio Analysis surfaces for organizations matching these profiles. The same methodology applies to your portfolio — the inputs change, the process does not.



🕒 Average time from first data connection to completed Portfolio Analysis — **under two weeks.**

Book a Demo

A 30-minute session where we run a live analysis on your actual vendor data. Not a generic demo — a real view of your portfolio on the first call.

[Book a Demo](#)

Learn More

Explore Portfolio Analysis and Teem's full suite of procurement intelligence products. Visit our website to learn more.

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