

How Airmeet uses Spendflo to procure 3X faster and optimize their SaaS spending.

Founded in 2019, **Airmeet** is an all-in-one events platform for hosting virtual or hybrid conferences, meetups, expos, and fairs. Thousands of businesses like **Walmart, Volvo, Accenture, HackerRank, University of Toronto** host events on Airmeet across the globe.

Headquarters
Remote, US

Industry
Software

Founded
2019

Challenges

Gain visibility over SaaS spend

Airmeet's rocketship growth from a small team of 10 to a team of 200 employees brought unique challenges. The Airmeet team did not have transparency in SaaS usage, **dealt with procurement timelines exceeding 3 months**, and their SaaS expenses were leaking through auto-renewals.

Negotiate effectively

SaaS became one of **Airmeet's top 3 expenses** and they found it difficult to negotiate with every vendor separately. SaaS **expenses were left unmonitored**, which meant there was very little opportunity to save money on procurements.

Solution

Centralized Visibility over SaaS

After Airmeet's SaaS usage grew to **100+ tools**, Naga Subramanya, the Associate Director of Finance, at Airmeet, started using Spendflo to centralize the SaaS procurement process.



Naga Subramanya

Associate Director of Finance,
Airmeet

Spendflo came to help us optimize our SaaS costs, saving valuable time and money in negotiation, keeping track of, and even waiving charges in some cases. Spendflo has given us speed and negotiation leverage that would've been super tough to build in-house.

Saving time with Assisted Purchasing

The Spendflo team renegotiated all Airmeet's contracts over the next two months and made new procurements. Today, Airmeet **only signs contracts and makes payments** while the Spendflo team does all their renewals and new procurements.



"We've done almost 50 procurements in the last two months, which is phenomenal because even if I had to spend just 20 minutes per contract, it's a 1000 minutes saved. Spendflo enabled some of those procurements within 2-3 days with a 40-50% discounts from the first quote.", Naga Subramanya, Associate Director of Finance, Airmeet.

Results

With the help of Spendflo, Naga and the team were able to **save on their SaaS expense and gain visibility over the SaaS stack**. Spendflo helped Airmeet realize significant savings and saved time on their renewals with a dedicated buyer team.

After using Spendflo, Airmeet's **procurements now happen 3X faster**, and the company saves significantly on its SaaS expenses.

17x

Return On
Investment

80+

hours saved
in procurements

See how Spendflo
can save on SaaS for
your company?

Get a free savings analysis

