



## Deliver business applications for operational agility at a lower total cost of ownership

### Challenges.

Current systems approach out of sync with the business need for speed and cost efficiency.

- Core systems and legacy applications required costly maintenance that served a small percentage of the business.
- The business compensated by leveraging spreadsheets, access dB, etc. perpetuating operational inefficiency, and by default, triggering an increase in headcount as well as other challenges with compliance, transparency and timely revenue.

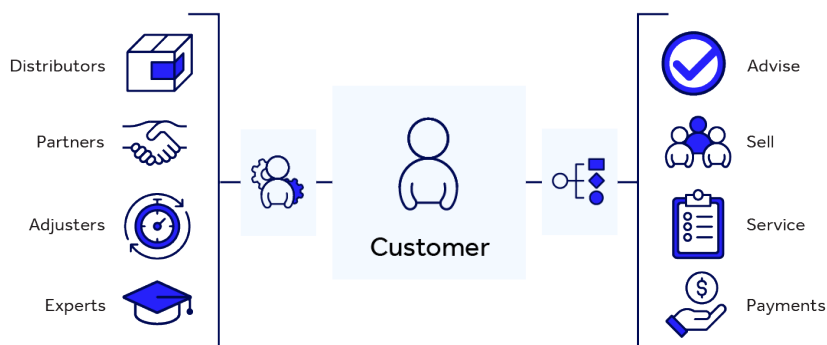
### Solution goals.

The corporate services organization needed a platform that enabled IT to deliver business apps faster and at a lower TCO.

- Digitize business services for transparency, speed and efficiency.
- Improve key corporate services across a broad spectrum of functions; including, actuarial processes, procurement operations, and vendor management.

### Results.

- A small team of internal resources are delivering business applications an average of every 8 weeks.
- These applications carry a maintenance cost of less than 10% of heritage technologies.



With powerful capabilities to connect the enterprise, Appian enables transformation of complex, disconnected processes, data, and systems.

### Company profile

88 million customers in  
130 countries

Serves 90% of Fortune  
Global 500

Market capitalization of  
\$70+ billion

## Flagship applications.

- **Finance:** Global operating expense recharge
- **Treasury:** Wire transfers
- **Tax:** Global OneTax - discrete items
- **Investment Management and Capital Markets:** FS exchange, global real estate comprehensive deals
- **HR:** Self-evaluation

## Prioritize.

Capture new markets and new business when you prioritize efforts to better serve customers.

- Increase engagement with an intuitive user interface.
- Improve customer service to increase customer loyalty.
- Unify process, data, systems, and people for better decisions.
- Achieve rapid development of customer-centric applications.

## Focus.

Transform your business processes to become a connected company in the digital world.

- Eliminate back-office inefficiencies with rapid digital innovation.
- Converge all relevant data to a single location in order to improve decision-making.
- Operate on-premises or with cloud-based applications.

## Prepare.

Achieve the efficiency and agility needed for the future while leveraging existing IT investments.

- Modernize IT infrastructure without a rip-and-replace initiative.
- Break down siloed data structures.
- Advance enterprise mobility efforts.
- Expand implemented solutions to solve future demands.

Organizations across industries trust Appian



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