Maximizing Tech Stack ROI
The CIO's Guide to Identity Orchestration

For Chief Information Officers (CIOs) and Chief Technology Officers (CTOs), the mandate is clear: deliver more value from existing technology budgets, while reducing operational risk and enabling innovation.

The challenge? Technology stacks are sprawling. Organizations often run multiple identity, governance, and security tools with overlapping features, underutilized licences, and expensive custom integrations.

This creates a double hit: ROI is diluted by wasted spend, while integration complexity raises costs and introduces technical debt.

Identity orchestration offers a way forward. Rather than replacing or re-platforming, orchestration connects existing systems through APIs, unlocking underused features and enabling seamless workflows. CIOs can achieve rapid ROI, often in under 90 days, while avoiding the disruption of major transformation projects.

Executive Summary

CIOs and CTOs must balance tight budgets with demands for stronger outcomes.

The risks of re-platforming — cost overruns, disruption, long timelines — are well known. Yet doing nothing leaves underutilized investments and mounting integration challenges.

VO helps IT leaders to:
- Increase utilization of existing IAM, GRC, and security systems.
- Reduce integration and maintenance costs.
- Deliver measurable business value without re-platforming.

Benefits include:
- 20–30% operational cost savings.
- Higher utilization of existing toolsets.
- First results within 90 days.

The Overlap and Underuse Problem

Overlapping Features
Many organizations run multiple platforms with similar capabilities — such as IAM, LMS, or GRC systems — where overlapping features remain unused or redundant. Licences go underutilized, and expensive subscriptions deliver little incremental value.

Custom Integrations Driving Costs
To bridge gaps, IT teams often build custom integrations. These quick fixes become long-term liabilities, introducing technical debt and maintenance costs that drain IT budgets.

ROI Dilution
When tools overlap and integrations pile up, CIOs face reduced return on investment. Technology that should deliver efficiency instead becomes a drain on time, money, and resources.

Why Orchestration Beats Replacement

Faster Deployment
Replacing platforms typically involves multi-year projects, disruption to business operations, and significant change management overhead. Orchestration, by contrast, can be deployed in months.

Avoids Disruption
CIOs can keep existing platforms in place while layering orchestration to connect and streamline. This means no rip-and-replace, no lost productivity, and no re-training of users.

APIs over Technical Debt
Orchestration leverages modern APIs, avoiding brittle, costly custom integrations. The result: cleaner architectures and long-term sustainability.

ROI Impact for the CIO

With orchestration in place, CIOs see tangible business value:

- **20–30% Operational Cost Savings**
  By reducing duplication and manual effort, orchestration lowers the total cost of ownership.

- **Higher Utilization Rates**
  Unlock underused features and licences, ensuring existing tools deliver full ROI.

- **First Benefits in 90 Days**
  Quick wins build momentum, proving the case for further orchestration without waiting years.

Case Study:

Higher Education Tech Stack Optimization Challenge

Challenge:
A university was running multiple IAM and Learning Management Systems (LMS), with overlapping features and limited integration. The IT team struggled to deliver consistent user experiences, while spending heavily on redundant licences.

Solution:
The CIO introduced VO to connect IAM workflows across systems. This removed redundancies, automated processes, and streamlined student and staff access.

Result:
- 25% cost saving on licences and integrations.
- Improved user experience for both students and faculty.
- Simplified future system changes with less technical debt.

6-Month CIO ROI Plan

CIOs can maximize ROI without massive transformation projects by following this roadmap:

1. **Assess Tool Utilization**
   Audit current systems to identify overlapping features and underused licences.

2. **Identify Integration Pain Points**
   Pinpoint where manual effort or costly custom integrations are slowing outcomes.

3. **Deploy Orchestration for High-Impact Workflows**
   Start with workflows that deliver visible ROI (e.g., onboarding, access management, compliance reporting).

4. **Track and Report Improvements**
   Measure operational cost savings, utilization rates, and time-to-value for stakeholders.

Before you commit to another major re-platforming project, consider the smarter alternative.

With VO, CIOs can:

- Maximize ROI from existing tools.
- Reduce integration costs.
- Deliver measurable benefits in 90 days.

Don't replace your stack. Optimize it.