11:59
ready for tomorrow

STATE OF CALIFORNIA

PAYS FOR ITSELF · REDUCE YOUR SAAS COSTS

Reduce Your SaaS Costs

Own your agent layer. Don't rent it from the vendor whose bill you're trying to control.

License Posture report, then a layer you own, then smaller renewals.

The software bill is higher than last year for the same work, and the next M&O rebid is coming. Now your platforms are offering AI agents, metered by the conversation, the action or the credit, inside the very estate you're trying to get control of. Every agent you build there runs on that meter, lives behind those walls, and makes the next renewal or rebid harder to walk away from.

There is another path: a governed agent layer you own, in your own cloud, above every system of record, with an agent inside it whose only job is to find the seats you no longer need, forecast what you'll save, and tell you which workflows to move first. Reduce Your SaaS Costs builds that path: a License Posture report first, then the Agent Foundation in your own cloud, 11:59 Operate to run it, and License Drawdown before each renewal or rebid.

23+ years of State of California work · **300+ projects for the State of California**

> *Start with the answer: a License Posture report on one SaaS estate, before any platform decision.*

THE PROBLEM

The easy button costs more than it looks

The AI button inside your platform is already approved, already connected, already there. What it does to the three things you care about most stays hidden until renewal or rebid.

WHAT YOU HAD	WHAT THE VENDOR'S AI TURNS IT INTO
A seat count you could forecast and negotiate	Credits, conversations and actions metered by the vendor, repriced at renewal or rebid
A system of record you could replace	A platform your workflows now live inside, too embedded to leave
One organization	Four vendor agents in four boxes, each blind to the others, each with its own governance and its own bill

The vendor's AI answers the vendor's question: how do we keep growing revenue when seats stop growing? It doesn't answer yours: how do we get the work done with fewer licenses and more control?

WHAT CHANGED THIS YEAR

Your platforms are starting to meter agents

Large SaaS platforms have begun registering the outside AI agents that call them and pricing those calls, in some cases before the rate is even announced. Others are moving their advanced AI features onto metered credits. Either way, an agent built inside a vendor's platform, or one that calls it, now adds a meter on top of the seats.

UNTIL NOW	NOW ARRIVING
Agents calling your platform were covered by the seats you already paid for	Agents are registered with the vendor and metered per call
AI features came with your license tier	Advanced AI work is metered as credits, by usage
The renewal or rebid was about seats	The renewal or rebid is about seats, credits and agent calls

That makes the License Posture report more urgent, not less. It now covers agent access too: every agent found, how it signs in, whether it needs registering, and what it will cost by workflow once the meter starts.

STEP ONE

Start with the License Posture report

Most organizations can't answer three questions about their SaaS estate: which seats still earn their keep, what the bill looks like in three years, and which workflows to move first. The report answers all three from your own data, for a fixed fee, before you commit to a platform. Once the Agent Foundation is in place, the License Posture Agent inside it refreshes the report every quarter.

WHAT IT READS	WHAT IT PRODUCES
Entitlements: what you bought, by license class, tier and renewal date	A ranked report: every seat marked keep, downgrade, convert or retire, with evidence and dollar impact
Actual usage: logins, features touched, API calls, per user per month	A three-year forecast: status quo vs. drawdown vs. drawdown plus migration, timed to each renewal or rebid
Workflow map: what still runs in the SaaS screens, what now runs through your layer	A migration roadmap: workflows ranked by seats freed, effort and risk
Contract terms: license definitions, indirect-access clauses, true-down rights	A compliance check on every recommendation, so nothing you retire creates audit exposure

Three decisions always stay with people. A licensing specialist confirms how each contract clause applies. Your business owner approves every retirement. Your team runs the vendor negotiation, with our help. The agent does the analysis; it never signs anything.

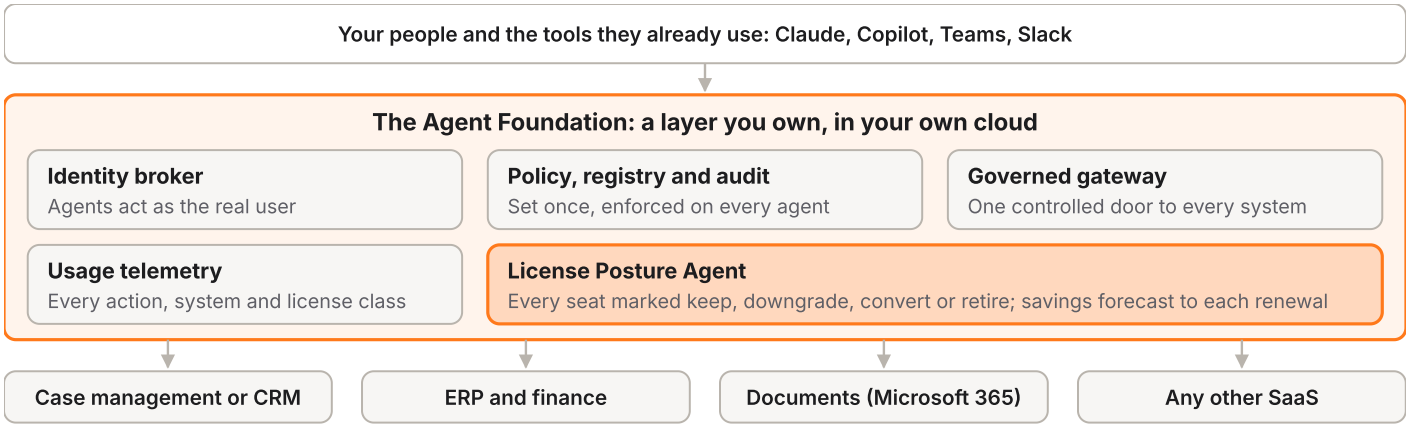
GETTING STARTED

Two ways in

	A REBID WITHIN THE NEXT YEAR	THE REBID IS FURTHER OUT, OR THERE ARE SEVERAL PLATFORMS
First step	A License Posture report on that platform, before the negotiation window opens	An AI Rapid Scan across your platforms to pick the estate with the most to gain
First thing you can show	Every seat marked keep, downgrade, convert or retire, with the evidence for the rebid	Which platform to start with, and the first workflow to move
Then	License Drawdown support at the rebid, and the Foundation Sprint so the next one is smaller	The Foundation Sprint, then the report on the first estate

STEP TWO

What you own instead: the Agent Foundation



Systems of record keep the data. They stop owning the work, and the seats come down at renewal or rebid.

Work flows from your people, through a layer you own, into whichever system holds the data. It runs in your AWS or Azure environment on your identity provider. You keep the deployment; the systems of record keep the data and stop owning how your organization operates.

THE HONEST QUESTION

Isn't this just trading one subscription for another?

Yes. The question is what each one buys you.

THE VENDOR'S AI SUBSCRIPTION	THE AGENT FOUNDATION SUBSCRIPTION
Metered per conversation, action or credit; repriced by the vendor	A flat platform fee plus per-workflow fees you choose; budgetable
One layer per vendor: four platforms, four meters, four governance models	One layer across all of them
Stacks on top of the seats you already pay for, and grows with usage	Sits on a shrinking seat base and funds the work that brings it down
Stop paying and you lose the agents	Stop paying and you keep the platform, in your cloud, and can run it yourself

One recurring cost makes your vendor harder to leave and bills you more as you use it. The other makes your vendor easier to leave and gets cheaper as the seats come down. Every proposal includes the three-year model for your estate, so you can see the net.

BUYING

Start with the report, then the layer

SERVICE	WHAT IT IS	WHAT YOU GET
License Posture report	Entitlements, actual usage and contract terms for one SaaS estate, every seat marked. Fixed fee, scoped to the estate.	A ranked report with evidence and dollar impact, and a three-year forecast, before you commit to a platform
Foundation Sprint	The Agent Foundation deployed in your cloud, connected to two systems of record, one workflow moved off the SaaS screens. Fixed fee, scoped before we start.	A layer you own, one workflow in production, a build pattern your team can repeat, the License Posture Agent running
11:59 Operate	We run the layer: uptime, agent quality, incident response, governance and audit packages; new workflows from a fixed-fee menu; a posture report every quarter. Monthly, annual term.	A predictable line item, a growing estate of governed workflows, and a running forecast of what the layer saves
License Drawdown	Before each renewal or rebid: validate the findings, review contract terms for agent and indirect-access exposure, build your position, support the vendor conversation. Fixed fee.	Seats retired or re-tiered, with the evidence to defend it

After the Sprint, we run it under 11:59 Operate, or you run it yourselves. Either way the asset is yours.

EVERY QUARTER

What you see

- **Seats by status.** every license marked keep, downgrade, convert or retire, and what changed since last quarter
- **Savings, forecast against actual.** what the drawdown has saved so far, next to what the three-year model said it would
- **Workflows moved.** which work now runs through your layer instead of the SaaS screens, and the seats each one freed
- **Agent and meter costs.** what every agent calling a platform costs, by workflow, so the metered line never surprises you
- **The rebid calendar.** each upcoming date, and your position going into it
- **Decisions for you.** seats ready to retire, workflows ready to move; nothing changes without the business owner's sign-off

FOR STATE OF CALIFORNIA LEADERS

Draw down before you rebid

The vendor's AI is the incumbent's five-year plan. The layer you own is yours. Your department already pays for the platform most of this runs on: the Foundation Sprint puts your first governed workflow on the Microsoft and AWS investments you've made, so modernization happens inside existing budget. The posture report shows your program and ITSD leaders, in their own numbers, which seats the next M&O rebid no longer needs to cover. Every workflow that moves onto your layer shrinks the scope of that procurement and gives ITSD one place to govern the agents your programs are already building.

Contracted as a SOW under CMAS 3-24-01-1044 or the TDDC MSA #5-22-70-25-189, with 11:59 Operate as the monthly line. No new procurement to start.

> *Modernize within the licenses you already own, and walk into the rebid with a smaller scope, the evidence to defend it, and more options.*

QUESTIONS LEADERS ASK

The ones that come up in every first meeting

Will the vendor allow it?
The layer calls your platforms through their supported interfaces, under your contract terms. Agents are registered where a platform requires it, and every recommendation gets a compliance check first.

Won't retiring seats create audit exposure?
Every retirement is checked against your license definitions and indirect-access clauses before it happens, and a licensing specialist confirms how each clause applies.

Is this a rip-and-replace?
No. Your systems of record stay, and keep the data. What moves is the work people do on their screens, one workflow at a time.

What will it save?
The report puts a number on it from your own data before you commit to anything, with the forecast timed to your next rebid.

WHY 11:59

On your side of the renewal or rebid

- **Independent.** No vendor partnership that depends on your seat count staying where it is. We can say "bring the footprint down" and mean it.
- **Built, not theorized.** The Agent Foundation is the governed control plane and audit trail we already run for clients: identity, policy, telemetry, and a defensible record of every action.
- **Governed like government.** 23+ years of State of California work and 300+ projects for the State of California. We know how a state department buys. AWS Advanced Tier Partner with the AWS Generative AI Competency.
- **We run it. You own it.** The platform, the build pattern, the posture reports and the forecast are yours when we leave.
- **A record of delivery.** Every AI and cloud project delivered since 2022, and 89+ NPS, measured every year.

WHERE SEATS COME BACK FIRST

Workflows that usually move first

WORKFLOW	WHY IT FREES SEATS	POSSIBLE SEAT CHANGE
Status lookups and simple updates	People who log in to check or change one field do it through the layer instead	Occasional users retired or downgraded
Intake and request creation	Requests are captured by an agent and written to the system of record	Data-entry seats converted to a lower tier
Reports and dashboards	Reports are delivered where people already work	View-only seats retired
Approvals and routing	Approvers act from email or Teams with the context attached	Approver seats downgraded
Answers across systems	One question, answered from several platforms at once	Full seats kept only for the people who need them

The License Posture report shows which of these apply to your estate, and the dollar impact of each.

Next step: a License Posture report

Start with the platform that has your nearest renewal or rebid, or with an AI Rapid Scan if licensing is one of several questions. Both are scoped to the effort and quoted before we start. You leave with every seat marked, a first three-year forecast, and the first workflow to move.

Contract through **CMAS 3-24-01-1044** or the **TDDC MSA #5-22-70-25-189** as a SOW under an existing agreement. 11:59 software is also available through the **California Software Licensing Program (SLP)**.

11:59 · Sacramento, California
hello@1159.ai · 888-369-1159
www.1159.ai