



Optimization

Commercial & Contractual Optimization



“Clients save an average of 38% on mega vendor negotiations”

Many organizations enter mega vendor contract negotiations badly prepared and too late on in the process, only to find that their renewal costs have spiraled. This can often be attributed to heavy discounts on licensing subscriptions and cloud services that were once enjoyed being removed and new list pricing that has often risen beyond indexed inflation. Compliancy issues, rapidly changing demand for new services and an “all-in” approach leave many organizations facing significant unplanned expenditure and unfavorable commercial terms.

In our experience it is common for organizations to find that their contracts are no longer fit for purpose, not reflecting future business requirements. Increasing licensing complexity, poor alignment of IT and procurement and the lack of clarity around existing entitlements and utilization as well as future demand, significantly reduces the leverage an organization has in negotiations with its mega vendors.

The next surprise is the vendor negotiation strategy for cloud services. The dynamics of negotiations have changed from an overly keen sales person trying to force commitment, to a new breed of negotiators that exhibit a talent for delaying conversations, focusing on the contract expiry and the lack of coverage for your key business applications.

Clarity, Preparation & Expertise

We put you firmly in control of your vendor negotiations. If you’re looking to optimize your licensing and cloud services, gaining the ‘Best in Class’ commercial and contractual terms, then we are here to support you throughout the process. We help bridge the technology gap between what you have now and what your future demand will be for the next 3-5 years.

38%

Average Savings*



Aligned to Future Demand



In Control & Informed



Prepared & Negotiation Ready



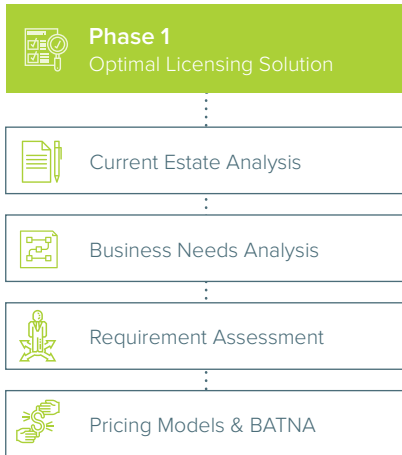
Access to Specialist Expertise

Our approach is not exclusively focused on a contract negotiation. We start by focusing on what your actual consumption needs are to develop a lean, optimized and detailed Bill of Materials (BOM). We use this granular view of actual needs alongside a sympathetic approach to contract agility to develop a strategic negotiation plan. We will support you throughout your negotiations with vendors to achieve the optimal commercial and contractual outcomes. During this process, our team of experts who are typically former vendor negotiators will share targeted Insights to ensure the final Best and Final Offer (BAFO) benchmarks while using our proprietary pricing intelligence benchmarking.

*Actual savings achieved during engagements and acknowledged by clients.

Proven Methodology & Outcomes

Our approach is made up of two key phases typically delivered over a 3 to 12 month period, depending on the complexity or scale of the engagement. During this engagement period we work in partnership with key IT stakeholders to help them articulate the overall requirement and harmonize it across all their affiliates or groups, to define an optimized Bill of Materials (BOM) and build the optimal license solution.



Phase 1: Optimal Licensing Solution

We start by understanding the value of your existing assets 'post contract' and the dependencies that those assets may have under the vendor's maintenance programs. In this phase we carry our rigorous analysis to understand what your organization's future demand looks like. Core components include...

- Technical workshops
- Future demand & technology gap
- Server & desktop optimization
- Optimized Bill of Materials (BOM)

Phase 2: Optimal Contract Solution

Only when we have complete clarity from phase 1, we then create and execute a Strategic Procurement & Negotiation Plan. We work alongside or on behalf of our clients during vendor negotiations to deliver best in class commercial and contractual terms.

- Global pricing review
- Commercial & contractual benchmarking
- Billing & taxation recommendations
- Procurement strategy & negotiation support



Leaders in our field

Our team of industry experts have negotiated some of the largest and most complex mega vendor contracts globally for a wide variety of clients, including domestic and international enterprises and a wide variety of Public Sector organizations. They have many years experience of working with and for mega vendors, working to proven methodology to deliver specified client outcomes, some of which are headlined below...

Microsoft	IBM	SAP	ORACLE	
<ul style="list-style-type: none"> • Cloud Services Legal Impact & Locking • Deep Server Estate Analysis • Global Benchmark Contract Database • Contract & Global Pricing Optimization • Future Needs & SA Dependency Assessment 	<ul style="list-style-type: none"> • Target The High Value Portfolio Analysis • ILMT Configuration Optimization • Yearly Spend Trend Analysis • PVU and Sub-Capacity Assessment • Contract & Negotiation Optimization 	<ul style="list-style-type: none"> • True User Profile To License Alignment • Review User Usage & Behavior Changes • Future Requirement & Growth Assessment • Product & Usage Dependencies • Optimization Based Reconfigurations 	<ul style="list-style-type: none"> • Contract Analysis & Review • Review Applicable Agreement License Rights • Advice on Infrastructure & Cloud Optimization • Alignment of Licensing to Current Strategy • Subject Matter Negotiation Advice 	<ul style="list-style-type: none"> • IaaS/PaaS Rightsizing • O-365 Forensic Profiling • Trend Analysis Adjustment • Modernization & Waste Management • Regional Price Benefits • Utilization 'vs' Entitlement

For more information on our range of optimization services, contact your dedicated account management team or visit our website.