



## Optimal Contract Negotiations

### Situation

Client desired to maximize usage of their software licenses by removing all unused products. Additionally, the client/vendor relationship was poor, even though the client spent millions of dollars with this vendor.

### Solution

Our professional services group reengineered new terms and conditions with the vendor that included customized licensing, pricing, and executive-level relationships.

### Benefits

- \$1,011,555 in hard dollar savings over 36 months
- Strengthened client/vendor relationship

### Environment

## Enterprise Database Software

This client was looking to maximize the financial effectiveness of their software licenses and improve the long-term relationship with their vendor.

Our negotiator analyzed and reviewed all existing contracts in an effort to minimize cost without impacting service levels.

Our team then developed a detailed plan for success by devising customized agreements. This occurred through face-to-face negotiations in a three week period. The results were direct savings for the client, as well as, improved vendor relations because the vendor now had a better understanding of the client's business requirements.

Over the past 10 years, our professional services group has reviewed hundreds of contracts with a wide variety of vendors. We have the expertise that allows our clients to take advantage of new opportunities by strengthening existing contracts, thus ultimately saving our clients both money and time.