



# Procurement solutions

Helping customers save money, reduce risk, and free up resources to focus on strategic suppliers.



## Industry trends



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| Common challenges | Solution and service capabilities | Business results |
|-------------------|-----------------------------------|------------------|

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| <p>Ongoing, recurring software maintenance and support may not be reevaluated on a regular basis, leading to missed savings opportunities.</p> | <p><b>IT spend optimization</b><br/>Proactively and strategically track upcoming software maintenance and support renewals to ensure only the <u>appropriate level</u> of maintenance and support is being renewed, for the <u>correct quantity</u> of licenses or users, at the <u>optimal price</u>.</p> | <p>Optimize annual spend and save budget dollars by right-sizing renewals and cancelling unneeded maintenance and support.</p> |
| <p>Contractual complexity and supplier volume means click-through EULAs expose organizations to unquantified risk.</p>                         | <p><b>EULA risk mitigation</b><br/>Ensure a minimum level of terms and conditions apply to each new software purchase.<br/>Override standard EULA terms and conditions with preferred contract language.</p>   | <p>Significantly reduce contract cycle time and cost while increasing protections against unknown risk.</p>                    |
| <p>Contract negotiation bottlenecks extend the time it takes to acquire and implement technology solutions.</p>                                | <p><b>Contract negotiation</b><br/>Negotiate non-strategic software contracts in accordance with organizational guidelines and policies.<br/>Leverage knowledgeable and experienced resources to provide excellent end-user experiences.</p>   | <p>Free up procurement and contract resources to focus on strategic supplier contract negotiations.</p>                        |

