



Contract Optimisation

Take back the control in a software publisher renewal

Understand the real requirement of your business and match your procurement to this demand. Use this enhanced knowledge to take control of your negotiation and achieve the optimal set of contracts and commercial concessions to suit your organisational needs.



Contract Optimisation

Business challenge

Matching procurement to demand is a continual struggle for many organisations. Bringing together the disparate sources of data and information to get a single pane view of what needs to be renewed proves challenging. Ensuring procurement is optimised to cover for the demands of today but still takes into account the plans of tomorrow is another battle. To add to this there is deliberate complexity in publisher offers and contracts, coupled with little to no meaningful data on what great looks like in a negotiation. Due to all of these challenges, organisations continue to over or under buy software at transaction points, leading to strategic or commercial headwinds as they move into a new software agreement.

Our solution

We would start by analysing your as is software estate. Dependent on the complexity of your organisation we can do this through traditional SAM auditing processes or via self-declaration methodologies. Once we have this data we would compare it to your current entitlement to draw a line in the sand for where you are today. We would follow this initial assessment with a set of business consulting workshops with key stakeholders from within your organisation, to understand your business and technology priorities for the coming fiscal periods. We would then aggregate these two data sources and perform scenario and financial modelling of your potential options, including payback analysis and

the cost of 'do nothing'. Once an approach has been agreed we would build for you a negotiation strategy and support you through the negotiation process, benchmarking the proposals you are presented with.

Benefits

- Understand the real requirement of your business as you enter a software renewal
- Align procurement to the actual demand of your business
- Ensure you buy optimally to cover your immediate needs and your future strategic objectives
- Benchmark publisher proposals against real world data to understand what great looks like

Publishers we specialise in



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