

# SIX-FIGURE SAVINGS ON ENTERPRISE LICENSING FOR A LEADING INDUSTRIAL FIRM

## BACKGROUND

For years, an award-winning engineering and construction firm had renewed its annual software-licensing contract as a formality. The enterprise agreement has provided key productivity, analytics, communications, and security capabilities to dozens of offices worldwide.

However, the investment associated with user-based licenses for thousands of engineers, scientists, and technology professionals is substantial. The firm had never partnered with an IT consultant, but decided to explore outside support to better control costs. It then engaged KontractOne to help optimize its renewal terms.

## APPROACH

By the time we entered the process, the company had received the vendor's **best and final offer.**



Our first step was **to analyze the proposed package** to verify whether this was truly the most competitive pricing available.



To do this, we **gauged how much leeway our client had to reduce these licensing fees.** We determined the package included approximately 12-20% of unrealized savings. Additional insights from subject matter experts helped us hone a strategy and identify effective leverage points for achieving those savings.



From there we **built a plan to include negotiation positioning and other tactics** to put them in a place of strength at the table. Now fully briefed, our client was confident taking this new counter-proposal back to the vendor.

## RESULTS

The firm reported that our **12-20%** estimate for potential cost retention was spot-on.



In less than 2 weeks, it further reduced its fees by **17%** after the vendor's "best and final."

resulted in an additional  
**\$663,000**  
in savings on its IT investments.



Because our fee was simply a percentage of this figure, the multi-billion-dollar company was able to streamline its software overhead at **zero risk to its budget.**