

ADDITIONAL SAVINGS OF OVER 20% ON MULTI-MILLION DOLLAR ENTERPRISE LICENSING

BACKGROUND

Large corporations with thousands of employees understand the importance of enterprise resource planning (ERP) platforms. Systems using this software are far more efficient in connecting different business units across the company. This eliminates redundancy while enhancing productivity and ROI.

While ERP software is ultimately a cost-saver, it does come at a cost itself. For one particular billion-dollar biotechnology company, licensing for thousands of employees required millions of dollars in overhead. It therefore turned to KontractOne to help rein in this spend as much as possible.

APPROACH

Our client's hope was that we could determine whether the **vendor's "final" offer was truly the "best" offer.**

Our next step was to facilitate this by improving its negotiating position. Having trained software sales teams, we knew what tactics our client would encounter as well as what tactics it should use to carefully push back while mitigating any risk.

We don't focus solely on benchmarks, which significantly appealed to our client. It also saw value in our process, which consists of combining:

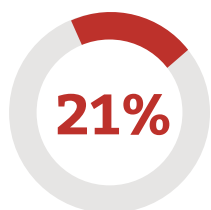


To identify realistic pricing for a particular package.

RESULTS

Our holistic pricing and negotiation strategy exceeded financial projections.

Knowing what levers to pull and when during its discussion, our client tactfully decreased licensing fees by a full



which equalled a savings of **\$441,000**

after the vendors "best and final"

This reassured leadership that they weren't overspending on critical IT software. Moreover, they were pleased with the fast and easy way we were able to help them secure a better deal.

Because our success was based on theirs, we only received a portion of his savings, **offering them zero financial risk from beginning to end.**