



Contract Advisory Services

The Challenge

Your software contract with one of your leading suppliers is up for renewal. Or, you are establishing an agreement with a new supplier. You want to make sure that you negotiate a contract that is considered a good deal for your company. In order to arrive at the best possible agreement, you need to understand what software your organization needs to purchase, what licenses have been deployed and if there is shelfware from the existing contract, and the terms and conditions of the new agreement. You need to be in a position of knowledge and power when you sit down at the negotiating table and are concerned that your organization does not have the expertise to prepare for and negotiate the new agreement.

If this situation sounds familiar, Siwel can help. Our expert contract, license analysts and negotiators will ensure that you are in the strongest position for the best possible outcome as you negotiate the new software contract.

The Solution

Siwel's Contract Advisory Services are designed to provide guidance, strategy and direction to ensure that your agreements are aligned and "right-sized" to minimize risk. Siwel will:

- Ensure alignment of contracts with business requirements and your technology roadmap
- Advise on pertinent terms and conditions in the contract
- Optimize value, flexibility and benefits of the contract
- Analyze deal constructs and associated financial impact
- Analyze contract revisions, cost implications and potential risk during negotiations, and recommend alternatives
- Consult on negotiation strategy
- Participate at the negotiating table representing our clients, or act as an agent for them

Benefits

By choosing Siwel's Contract Advisory Services, you will realize the following benefits:

Knowledge is power: You will no longer need to rely on your software vendor for deployment and entitlement data, and will be in a stronger position as you enter into contract negotiations, audits and true-ups. With accurate information on software deployments and entitlements, and future trend analysis at your fingertips, you will have the upper hand when negotiating contracts and responding to compliance requests.

Better business decisions: Through the use of additional discovery data (Business Intelligence) and interpretation by our experienced ITAM license experts (Business Analytics), you will have accurate detail on your compliance position with your selected vendors, leading to better business decisions.

Financial: Understanding your Software License Position and the terms and conditions of your software agreements will lead to cost savings opportunities and less risk for your organization.

Case Studies

The following case studies are real-world examples of how Siwel helped our clients achieve contract negotiation success.

Fortune 500 Global Financial Services Company

A Fortune 500 global financial services institution received a proposal for a new software agreement from one of its leading suppliers. The purpose of the agreement was to influence the company to renew early by offering discounted pricing. After reviewing the proposed contract, the company did not feel comfortable making a decision without bringing in external expertise with in-depth knowledge of the publisher's software licensing schemas and deal constructs. For this reason, the company hired Siwel to evaluate and analyze the situation and proposed agreement.

Siwel's contract and licensing experts evaluated the company's software license deployment baseline, future software requirements and the financial components of the new agreement. After an in-depth analysis, we were able to "right-size" the contract and cut the cost by \$44 million, thus reducing the proposed expense by 50%.

Leading Bank in Asia Pacific

A leading bank in Asia Pacific was working with one of their leading software publishers to secure a new agreement. They did not have the expertise to understand if the proposed contract was the right deal for the organization. For this reason, they hired Siwel to assist. Siwel evaluated the company's deployed licenses and maintenance as well as future software requirements and proposed a 3-year new agreement that uncovered the following:

- \$16M savings on existing embedded licenses and maintenance
- \$11.6M savings on license exposures & back maintenance
- \$12.6M savings on new license & maintenance

The bank went forward with this proposal to benefit from these significant cost savings.

Why Siwel?

Siwel has been designing and implementing successful Software Asset Management (SAM) solutions for Fortune 50 through middle market companies since 1998. The Siwel team has learned that a successful SAM program must combine real-time, accurate business intelligence with business analytics that enable your organization to support important strategic and financial decisions. Whether you engage Siwel to determine your software license position, advise on a contract or audit issue, optimize your tool implementation, identify gaps, risks and opportunities for cost-savings in your current SAM program, develop a comprehensive new program for you to run, or manage your entire SAM program in the cloud, your organization will benefit from real-time, accurate data that is analyzed and interpreted by the foremost experts in the field.

Siwel is a woman-owned business founded in 1992, and is headquartered in New York City.