



Top 10 Contract Negotiation Preparation Techniques

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Presenter

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*Portfolio Management,
Technology & Client Services*



Who is Siwel Consulting?

Top tier provider of IT solutions involving hardware, software and services

Founded in 1992; headquarters in New York; woman-owned business (M/WBE)

14 years of ITAM leadership; Corporate Provider Member IAITAM

Service Fortune 50, Enterprise and Mid-Market clients

Manage \$3.5+ billion deployed software licenses



THE ANALOGY

Spring Training



Regular Season



Playoffs/WS



Stage I: PLANNING

1. Allow enough lead time.
2. Know your vendor and understand your agreements.
3. Establish favorable logistics.



Stage II: STRATEGY

4. Develop a contract or negotiation “term-sheet.”
5. Identify all costs and deliverables.
6. Create a competitive landscape, including required future terms.



Stage III: NEGOTIATIONS

7. Bring your best team to the table.
8. Use competitive arguments.
9. Establish an honest, positive working relationship with your vendor (partner).
10. Work to achieve a “win-win” outcome.



Siwel ITAM Negotiation Services

Net License Position (NLP) Services

- Determine software licenses deployed vs. entitlements
- Help organizations understand their compliance position with major suppliers.

Audit Preparation and Response

- Establish organization and process improvements to prepare for, facilitate and manage the audit process.

Contract Advisory Services

- Help plan and negotiate favorable business and legal contract terms
- Reduce total cost of ownership (TCO)
- Mitigate project risk
- Increase service levels.



IAITAM Annual Conference & Exhibition 2012

Frank Venezia Will Be a Featured Speaker



**“Software Licensing
Gotchas and How
to Manage Them”**



Please join us at the conference!

