

# Core IT Contract Renewals and Negotiations



With these critical contracts coming up for renewal only every five to seven years, can you really afford to slip into automatic renewal, or worse, negotiate a bad deal wearing a metaphorical blindfold?

Armed with our proprietary Blue Book of vendor contract, pricing, and market data, our team at Paladin fs is able to compare your current and proposed Core and IT contracts against our expansive database. By collating the deal you're being proposed against vendor contracts from more than 1,200 institutions across the country, thousands of invoices, and library of specific legal terms and conditions, we are able to tell you just what you should be paying for your Core and IT services and how to successfully negotiate for such outcomes.

Informed, transparent negotiation tactics always trump threats or vendor swaps when attempting to secure better deals and harnessing the information within our Paladin Blue Book enables you to hold the cards rather than your vendor. By using a combination of the data locked within our proprietary Blue Book and our team's proven negotiation tactics, we are uniquely positioned to help you navigate your Core and IT contract renewals and negotiations and ensure that you are, in fact, getting the best market deal.

Concerned this will negatively affect your vendor relationship? Think again. When we negotiate on your institution's behalf, maintaining a positive vendor relationship is key to our mutual success. Our contract negotiations don't end until a win-win situation has been reached for both you and the Core or IT vendor. Just remember, for the vendors, a happy customer is a long-term customer.

## At Paladin, we believe in letting our results speak for themselves:

**105**

Successful  
Win-Win Negotiations

**\$1.26M**

Average Cost Reduction  
Per Client Engagement

**\$137M**

Aggregate Cost Reduction  
for Paladin Clients

**11.5 - 43.4%**

Reduction In Hard-Dollar  
Core and IT Expenses  
Per Engagement

**\$46M**

Avoided Expenses  
Related to M&A

**350**

Completed  
Research Assessments

Just to make the deal that little bit sweeter, **legal and compliance contract reviews** and **Lifetime Contract Protection Services** are always included with each of our negotiation services, ensuring that your deal is legally sound, upholds to regulatory scrutiny, and is priced fairly for its duration.

***Come out on top in your next contract renewal or negotiation by contacting Paladin today. Go ahead, find out what you stand to gain.***