

# Procurement Consulting



As the IT landscape has changed throughout the years, the number of suppliers, vendors and OEM's you need to identify, select, engage and negotiate with has grown exponentially – some of this spend runs into seven figures which raises questions such as; how much do you know about these products? What tools do you have to negotiate and benchmark?

We provide the discovery phase without charge and then advise you on potential savings.

*We are flexible in our approach and 'gain-share' on the savings, offering the best engagement model to suit your needs.*

The traditional information and communications technology landscape comprises of third party resellers and partners, selling hardware and software solutions, encompassing multiple vendors technologies. Direct to vendor capability was historically intended for large global enterprises with 20,000 users or more.

Today, the procurement landscape comprises of typical mid-market corporate entities sourcing direct from vendors, and consuming on a flexible scale up and scale down environment, across hundreds of different vendor products, platforms and services. This has its advantages, but if negotiated blindly and worse still administered and managed badly, you could be throwing money out of the window.

Your executive team leads across all lines of business, not just in IT, have to get involved in complex negotiations directly with multiple vendors. This puts them at a significant disadvantage. The people they are negotiating with do this all day long, they understand their market, their competitors and the triggers that provide clients with the confidence in buying their solution offering.

Experienced heads of procurement may have never negotiated on Human Capital Management software such as Workday, Inc.

*How do you know you are getting the right price, the best value and the most appropriate features?*

It's important to look at your experienced executives and ask yourself; how many of them have worked channel side for a vendor, a partner, a distributor or a major software player? What level of real knowledge about the best pricing and negotiating tactics do they really have? Even in tier one vendor engagements such as Microsoft or Oracle where you have a software partner, they are often aligned directly with the software vendor and paid commission or incentivised to get you on the 'right' programme. Right for who though? We are here to help.

Our intention is not to replace your partners or your existing supply chain. Our objective is to augment your supply chains. Our consultants do not earn any commission, rebate or kick back from vendors. We are only interested in the right deal for you and your organisation.

*"Our team has hundreds of years combined experience in the global IT channel. We are consultant level people who as insiders truly understand how these channel organisations operate.*

*We consult for you and become part of your team. We are able to have the uncomfortable discussions with your existing vendors and partners so that your ongoing business relationships aren't impacted, but get you a better outcome."* - Dino Cooper, CEO

Across our client engagements, we have negotiated and sold over \$500M USD of products and services. We have federated knowledge across multiple industries and across every market, be it North America, Europe, or Asia, including emerging market pricing metrics. We are here to help.

