

Supplier	Supplier	Supplier	Supplier	Supplier	Supplier
					
<p>Optimize SAP Agreement</p> <p>Optimize Cloud Supplier Ariba</p> <p>M&S Optimization</p> <p>Baseline: \$1.1 M</p>	<p>Optimize MPLS Network Agreement</p> <p>Review of Critical Network P2P Circuits and Back Up</p> <p>Maximize Pricing, Terms & Conditions for Renewal</p> <p>Baseline: \$1.1 M</p>	<p>Review Migration Options</p> <p>Optimize Current Deal</p> <p>Create Ideal User Licensing Structure and Volume</p> <p>Baseline: \$1.2 M</p>	<p>Optimize Potential Renewal Terms</p> <p>Reduce M&S Costs</p> <p>Design Optimal Support Terms</p> <p>Baseline: \$1.8 M</p>	<p>Benchmark Supplier Pricing</p> <p>Optimize Workday Deal</p> <p>Source/Negotiate 3rd Party Implementation</p> <p>Baseline: €1,690,735</p>	<p>Negotiate New Multi-year Agreement</p> <p>Optimize Pricing and Terms</p> <p>Maximize Terms to Protect Future Risk</p> <p>Baseline: €880 k</p>
<p>Engagement & Activity</p>	<p>Optimizations</p> <p>Analyzed and Reviewed Agreements and Documentation for Optimizations</p> <p>Secured Market Leading Pricing Benchmarks</p> <p>Significantly Reduced Cost for M&S and Reliance on SAP Alone</p> <p>Additional Price Increase Protections Secured</p>	<p>Optimizations</p> <p>Maximized Discounts</p> <p>Optimized Renewal Terms Using Alternative Carriers</p> <p>Reviewed DR and Data Replication Requirements for Optimal Performance SLAs</p> <p>Increase in Available Access Capacity</p>	<p>Optimizations</p> <p>Multiple Options Negotiated</p> <p>Secured Staggered Deployment Terms to Save Time and Budget</p> <p>Reduced Annual Contract Value with Added Benefits and Cost Concessions</p> <p>Optimal User Deployment Caputred and Secured via New Agreement</p>	<p>Optimizations</p> <p>Secured Savings on Previous Months Spend</p> <p>Added Bespoke Service Terms for Enhanced Support</p> <p>Built-In Automatic Reviews of Current Hardware Not Previously Included</p> <p>Ongoing Rebates Commensurate with Spend</p> <p>Added Support Services at No Added Costs</p>	<p>Optimizations</p> <p>Custom Payment Terms</p> <p>Favorable Renewal Cost Basis</p> <p>Non-Standard Module Usage Cost</p> <p>Module Usage Management Tables</p> <p>Milestone Payments</p>
<p>Financial Results</p>	<p>Gross Savings: \$477k</p> <p>ROI: 510%</p>	<p>Gross Savings: \$350k</p> <p>ROI: 400%</p>	<p>Gross Savings: \$310k</p> <p>ROI: 403%</p>	<p>Gross Savings: \$1.1 M</p> <p>ROI: 472%</p>	<p>Gross Savings: €723,000</p> <p>ROI: 555%</p>
<p>Financial Results</p>	<p>Gross Savings: €214k</p> <p>ROI: 492%</p>	<p>Gross Savings: €214k</p> <p>ROI: 492%</p>	<p>Gross Savings: €214k</p> <p>ROI: 492%</p>	<p>Gross Savings: €214k</p> <p>ROI: 492%</p>	<p>Gross Savings: €214k</p> <p>ROI: 492%</p>