

## ○ IBM QUESTIONS?

Are your IBM services/products aligned with your business needs? Are you frustrated with paying too much for what your company is utilizing of IBM's services? Are your mainframe consumption costs spiraling in the wrong direction?

## ○ HOW DO WE HELP?

These business transactions are extremely complex and if you don't have the empirical expertise and know-how, you can leave a lot of money on the table.

- Do you know how to put yourself in the driver's seat to control a proactive buying cycle with IBM?
- Do you know how to negotiate maximum value in terms of software benefits and services?
- Do you know how best to structure your deal with IBM to satisfy your requirements in the minimal cost configuration?

NET(net) has professionally managed over 25,000 negotiations and many of them involved strategic IBM architecture reviews, advanced technology upgrades, mainframe, and market optimization of service and equipment costs across a broad spectrum of data and mainframe services.

On average, NET(net) helps its clients reduce costs by over 33% while concurrently helping you:

- Mitigate Risk
- Improve Quality
- Maximize Agility
- Govern Compliance
- Strengthen Contractual Agreements
- Building a Better, More Strategic Partnership

**We can help you too.**

## ○ Customer Success Story: IBM

“NET(net)’s Program for technology supplier cost optimization and performance management has already delivered outstanding results, helping us dramatically reduce supplier spend and improved the performance of our supplier agreements, investments, and relationships. NET(net) is and will remain a long term strategic partner that will help us digitalize our business and develop best in class standardization and regional transparency on a global basis.” *Executive Director, Finance & Operations*

**Situation:** Working with one of the largest Banks in Latin America and the world, NET(net) began their Find, Get, and Keep Value Services across their IT Supplier Portfolio. In working with the client, NET(net) identified an immediate supplier opportunity to target substantial savings.

- Within a matter of days, NET(net) was able to identify and quantify significant cost savings with a major technology supplier, IBM.
- Gathering and analyzing all documentation, meeting with both the client and supplier, NET(net) was able to specifically identify millions in cost out, and laid the foundation and strategy to secure those identified savings
- With the client 100% ‘bought in’ to the strategy, NET(net) executed the plan to initiate the savings and negotiate the ‘market’ terms established via its proprietary Federated Market Intelligence (FMI).

## ○ Customer Success Story: IBM

**Results:** On an original cost baseline of several hundred million dollars, working with the client and supplier, NET(net) was able to **reduce that outlay by 50%+** (hundreds of millions over 5 years) to achieve the targeted savings.

In addition to the cost reductions, NET(net) was able to also leverage improved terms and conditions that will reduce future costs, mitigate risk even further and help “future proof” this supplier estate.

As a direct result of this engagement, client was able to shift the savings attained from this project to fund other high-value transformational projects.

## ○ REDUCTION IN IBM COSTS

