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PORTFOLIO CAPABILITY OVERVIEW for:

**Blackstone**

2023 | CONFIDENTIAL

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  - History, Practice Categories, Technology and Culture
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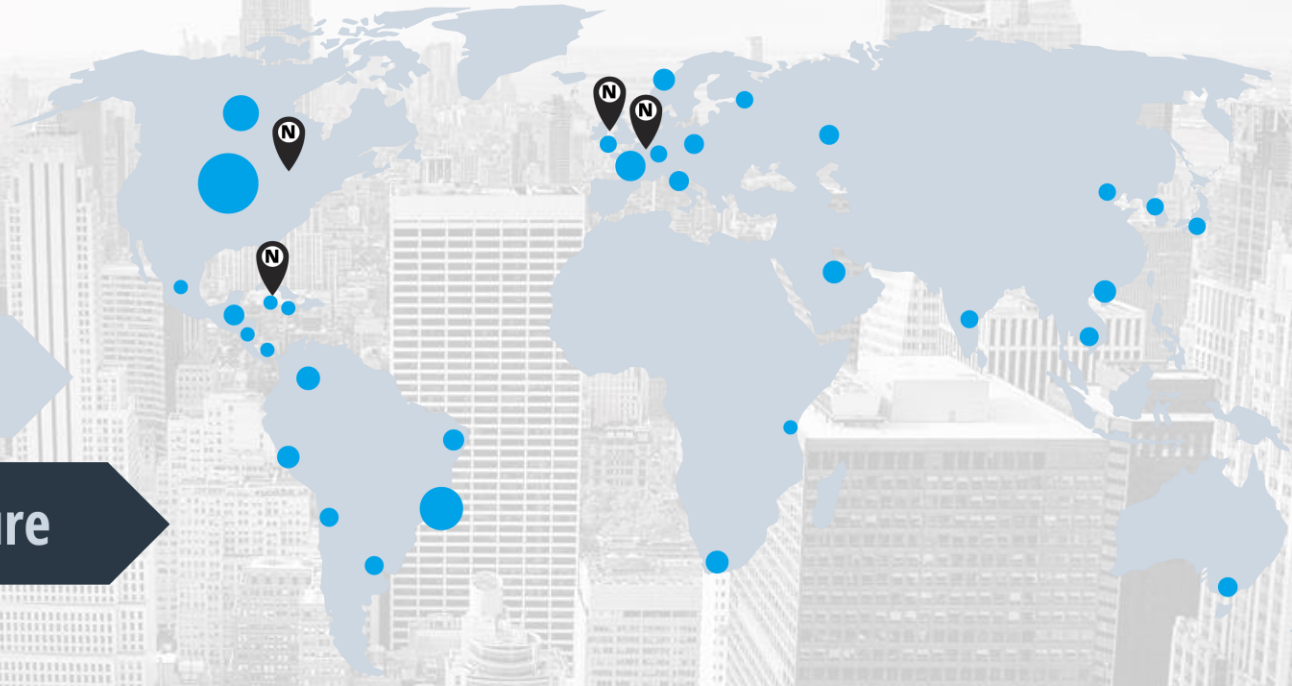
# Market Leading IT Cost & Value Optimization

Founded in 2002

1. IT Spend Category Experts

2. Digital Platform Centric

3. Performance Based Culture



**33%**

Average Savings  
Across All Suppliers

**\$250B**

of Client Value  
Captured Since 2002

**23%**

Average Value  
Improvement

# Category Experts

Value across a broad range of technology suppliers and practice areas:

**Find Value**

















































Selection | Vetting | Analysis

**Get Value**

Federation | Optimization | Negotiation

**Keep Value**

Agreements | Investments | Relationships

Customer Relationship Management	Database Management Systems	ERP, HR, IT, & Warehouse Management Systems	Data Center Hosting, Co-Location and Managed Services	IT Infrastructure Outsourcing and Managed Services	Storage, Backup and Data Protection	Cloud Platforms
 Microsoft  ORACLE  salesforce  SAP	 IBM  Microsoft  NETEZZA  ORACLE  teradata.	 infor  SAP  Microsoft  ORACLE  NETSUITE  workday.  sage  servicenow	 AT&T  EQUINIX  IBM  DELL  DATA  INTENSITY  rackspace technology.  ensono	 CISCO.  IBM  Cognizant  TATA  ensono  HCL  Infosys  Tech Mahindra  wipro  Hewlett Packard Enterprise	 DELL  NetApp  hp  Microsoft  PURESTORAGE®  Symantec  IBM  HITACHI  nimblestorage	 Azure  aws  Google Cloud  ORACLE CLOUD

# How We Work: The Process

**Find** Maximum Value in your IT Supply Chain through Market Analysis, Social Vetting, and Disciplined Supplier Selections.

**Get** Optimal Value through Federated Intelligence, IT Optimization, and Contract and Supplier Negotiations.

**Keep** Value in your Company through Supplier Performance Management of your Agreements, Investments, and Relationships.





# Performance Based Culture

**We start with the 'End in Mind'**



We have the experience to know where your deal should be and negotiate to make it better from there.

**20 years of direct market data on our deals**



Where you might negotiate one Oracle deal every year or two, we've executed thousands. We know suppliers better than they know themselves.

**Our Net Promoter Scores are among the best in any industry**



Our Clients are happy with the results, both personally and professionally.

**Subject Matter Experts average 20+ years of experience each**



Experience in knowing every aspect of cadenced negotiations coupled with technology expertise set us apart. We don't just advise... we DO.

**We don't take money from suppliers like many firms**



100 % Client advocacy. We don't pay for 'research reports' on ourselves, sell data, or sponsor supplier events. We are only influenced by outcomes and Client satisfaction.

**Performance is all that matters**



This is our only business, and everything we do is based on how well we perform, which is why we are the #1 performing partner in the most demanding environments.

# Technology Platform Centric

## CLIENT ENGAGEMENT DASHBOARD VIEW:

**MetaUniverse Inc. - Savings Cloud**

**In Progress** Status

**11 out of 15** Projects Completed

**€2,379,694.74** Savings

**28 Feb 2022** End Date

**Savings Capacity**

Category	Value (€)
Capacity	€1,400,028.89
Consumed	€189,586.43

**Projects** Documents Deliverables Key Accomplishments

Search for a project  Clear Search

Exhibit	Project	Status	Savings	Capacity Used
2	Kraton Performance Polymers Inc - 2022 -2023	Complete	€1,294,129.74	€77,904.95
4352	Avaya 2021-22	Complete	€1,415,214.74	--
5446	Cisco	Complete	(€1,040,996.00)	€3,000.00
5467EDR	Test Pro -2021	Cancelled	--	--
SUE435874	Roadmap IT Solutions (P) Ltd.	Complete	€1,415,214.74	--
DRE25734985	Blue Sky Broadcast	Paid	€1,294,129.74	€2,000.00
	Nextiva	Complete	€226,226.61	€106,681.48

**Collaboration** Showing 5 out of 51 posts

**Ted Danson** About 15 days ago

Further, Apple is said to be working on a radical redesign for the MacBook Air with a second-generation entry-level chip, probably called the M2. The redesigned device might simply be named "MacBook."

**Recent Deliverables**

- Travel Authorization Request
- Pri...
- Fin...

20 Years of Data and Federated Market Intelligence

Automated best practices around Sourcing, Supplier Performance Management and Optimization.

Transparent Engagement Process.

e-Deliverables: Status Reports, Final Reports and more.

Transparent Engagement Process

Team Collaboration and Communication

# Times To Engage NET(net)

## Reactive

1. Business restructuring or corporate reorganization (M&A/divestitures)
2. Supplier dispute / audit
3. Implementation challenges
4. Business needs RFP sourcing assistance with market analysis, supplier fit, selection and negotiation
5. Business or customer requirements drive urgent purchases

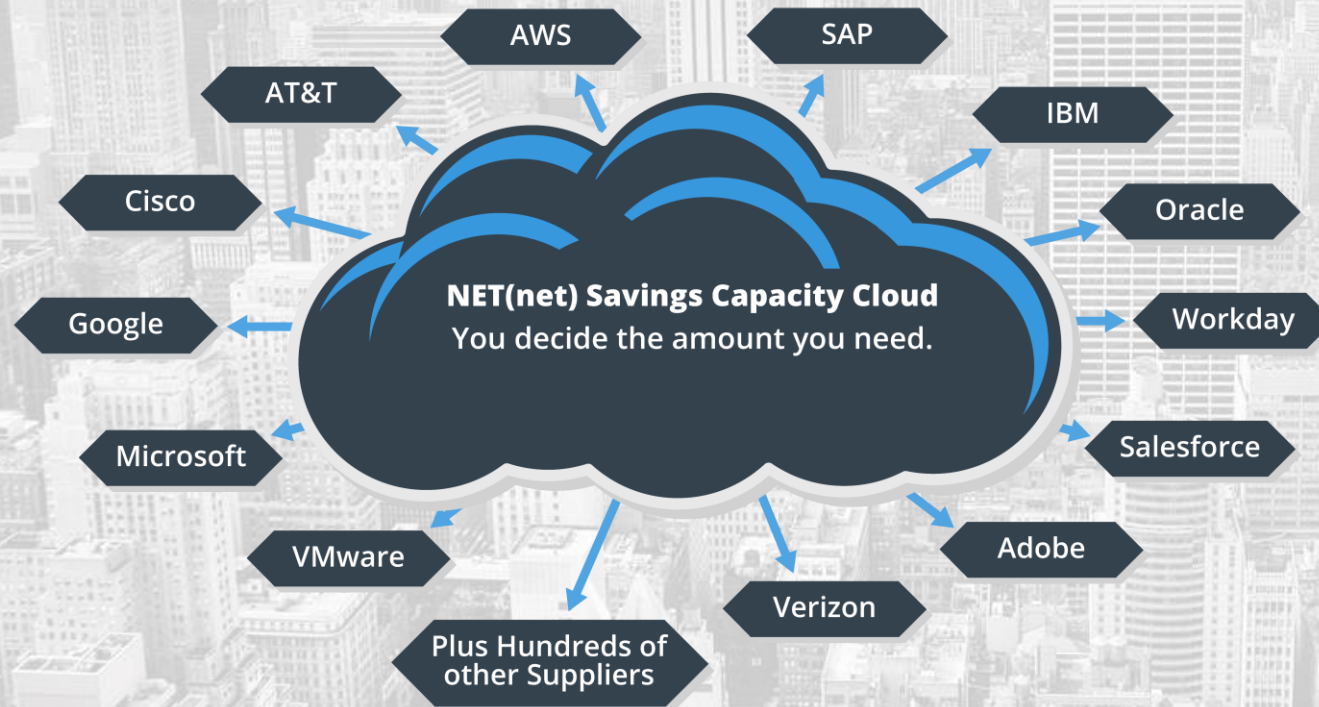
## Planned

1. Review / Benchmark overall spend
2. Business transformation planning
3. New/Major technology investments
4. Annual maintenance and support renewals
5. Upcoming mid-term rate review or benchmarking provisions
6. Validate current providers against emerging providers



# NET(net) Savings Cloud Model

**Savings as a Service:  
How much do you want to save?**



You decide the savings target, and the NET(net) team will get it for you.

With one savings number to draw from, take the guesswork out of what to work on next... because it doesn't matter. Let NET(net) take it from here.

Get your entire organization pulling in the same direction to achieve savings objective.

- 1) Pick the savings capacity value tier you need
- 2) Pay a monthly savings retainer
- 3) When the savings cloud is consumed, simply buy more capacity or stop there (but why would you?)

# Savings Cloud: What is it?

**Savings Cloud a 'Savings As A Service'** puts you in control of your Savings goals:

- Savings goals are defined by your 'Capacity' which is purchased from NET(net) for a monthly fee
- Savings achieved is defined by your 'Consumption'

As with any 'as a service' program – you decide how much is needed (Capacity) and start utilizing for your most urgent needs (Consumption).

- **Sub-Capacity:** As Savings are achieved, we track and report on the Consumption and remaining Capacity and keep working for you until your goals are hit.
- **Over-Capacity:** As Savings exceeds the Capacity, you have the option to “Level-up” or pay a low gain-share rate for projects beyond Capacity limitations.



# NET(net)-Blackstone Preferred Options



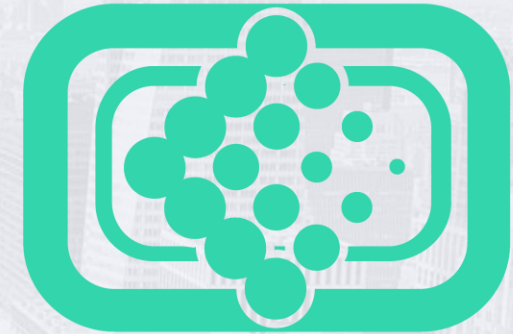
**Benchmark**

1 Month Term



**Single Supplier  
Project**

1-4 Month Term






**Strategic  
Enterprise**

18-40 Month Term



# Blackstone Commercial Model

	Benchmark 	Single Supplier Project 	Strategic Enterprise 				
			New: Mid-Market	Bronze	Silver	Gold	Platinum
One Time Fee	\$5,000	\$18,000					
Monthly Service Fee			\$10,000	\$12,500	\$25,000	\$50,000	\$100,000
Terms (in months)	1	1 - 4	18	40	40	40	40
Savings Capacity		\$100,000	\$1,000,000	\$2,500,000	\$6,666,666	\$20,000,000	\$80,000,000
Baseline Commitment	Sub \$300K	\$300K - \$5M	\$5,000,000	\$12,500,000	\$33,333,333	\$100,000,000	\$400,000,000
Performance Fees	Calculated on savings in excess of Savings Capacity						
Performance Fee %	18%*	18%	18%	20%	15%	10%	5%
NET(net) Value Services	Find & Get*	Find & Get	Find, Get and <b>Keep</b> Value Services				

\*Optional



# Market Update, Case Studies, and Testimonials

Americas, EMEA, APAC  
[netnetweb.com](https://netnetweb.com)

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# 2023 - IT Supplier Market Update

## Defenders of the Status Quo

The Dinosaurs



The Zebras



- Costs increasing more than business value.
- Audits, audits, audits...

## Cloud 2.0: 'as a Service'



**Caveat Emptor: Committed and Rigid.**

## Cloud 3.0: Consumption Driven



**Minimum spend committed; consumption can quickly eclipse commitment faster than intended without the corresponding business value.**



# Case Studies:

Supplier	SAP	Microsoft	ORACLE®	aws	salesforce	IBM
Engagement & Activity	<p>Optimize SAP Agreement</p> <p>Optimize Cloud Suppliers (Ariba, Concur, Fieldglass)</p> <p>M&amp;S Optimization</p> <p>Baseline: \$54,939,280</p>	<p>Optimize Microsoft EA</p> <p>Reduce Costs and Improve/Increase Value</p> <p>Hone Configuration</p> <p>Baseline: \$8,244,055</p>	<p>Optimize Oracle ULA</p> <p>List Value \$84 Million</p> <p>8 Total Oracle Products</p> <p>Baseline: \$18,608,295</p>	<p>Cloud Cost Optimization Analysis</p> <p>Commit Risk Assessment</p> <p>Analyze Workload Migrations</p> <p>Mitigate Carve Out Liabilities</p> <p>Address Discount Structure</p>	<p>Reduce Cost and Improve Services</p> <p>Added Services with No Added Cost</p> <p>Analyze Sub-Utilization and Overpayments</p> <p>Baseline: \$10,000,000</p>	<p>Mainframe Cost Optimization as part of Modern Enterprise Program</p> <p>Reduce Increasing Costs</p> <p>Analyze Consumption Patterns</p> <p>Unlock Budget away from IBM for Transformation Programs</p>
Optimizations	<p>Custom Carve Out Billing and Accounting Services</p> <p>Secured Shared Licenses for Optimized Terms</p> <p>Favored Terms with Direct SAP Purchases (S4, Microfocus, Open Text)</p> <p>License Extensions Granted Where Required</p>	<p>Secured Previously Negotiated Terms</p> <p>Six Month Bridge Extension for Migration</p> <p>Sales Tax Strategy Yielding Future Savings</p> <p>Outsized Terms &amp; Pricing Vs. Peers</p>	<p>Disproportionately Larger BOM</p> <p>Improved Financing Terms</p> <p>Increased Entities Included in Scope</p> <p>Price Hold Risk Mitigation</p> <p>Migration of Cloud &amp; On-Premise Licenses</p>	<p>New Commit Structure with Minimum Annual Commit</p> <p>Incentive Credits Negotiated to Mitigate Risk</p> <p>Carve Out Liability Credits Established</p> <p>Implemented Combination of Incentive/Investment Credits and Service Specific Discounts</p>	<p>Improved Effective Discount Structures for Legacy Products &amp; Services</p> <p>Mitigated Risk of Lock-In When Adding New Products with Bundled Entitlements</p> <p>Enhanced Deal Structure to Avoid Future Cost Increases</p>	<p>Eliminated and Reduced Poorly Optimized Consumption Patterns</p> <p>Prioritized Workloads and Resources to Meet SLAs</p> <p>Modeled Future Savings Based on Resource Requirements and Anticipated Need</p> <p>Negotiated Price Structure Allowing for Decreased Cost While Increasing Consumption</p>
Financial Results	<p>Gross Savings: \$19,500,000</p> <p>ROI: 2169%</p>	<p>Gross Savings: \$2,600,000</p> <p>ROI: 1437%</p>	<p>Gross Savings: \$6,800,000</p> <p>ROI: 1142%</p>	<p>Gross Savings: \$2,700,000</p> <p>+ \$10M over 40 Months</p> <p>ROI: 1000%</p>	<p>Gross Savings: \$2,300,000</p> <p>ROI: 400%</p>	<p>Gross Savings: \$8,200,000</p> <p>ROI: 500%</p>

# What Our Clients Say

"Was impressed with the team's knowledge. The renewal process was tricky for a variety of reasons, but we ended up with a very positive outcome."



**THOMSON REUTERS**

"Creating long term value for our investors is a cornerstone of what we do at Blackstone, so it's only natural that we look for partners that have the same approach to their business. We have found that and more in working with NET(net) since 2009. NET(net) is continually among our top performing strategic partners in terms of delivering real, measurable value and optimization throughout our portfolio of companies."

**Blackstone**

"NET(net) has helped Hilton achieve greater value, both economically and strategically, on some of our most complex and intricate software agreements. We continue to leverage NET(net)'s expertise to more pervasively optimize and negotiate with our strategic software suppliers. When negotiating with any software organization today, you need the financial and legal protections and best practices of NET(net)."

**Hilton**

"Every phase of our engagement with NET(net) was handled with upmost professionalism. Throughout every phase of the process, their team communicated clear expectations on what we should expect and when we should expect it. We were also impressed with the approach and logical sequence of activities that clearly outlined the process by which we would achieve our goals. Given the highly effective collaboration between our teams and the outsized results achieved, we look forward to working with NET(net) again on our vendor optimizations."



**Running Client Net Promoter  
Score: 88**

<https://www.netnetweb.com/testimonials>



