

Do you have agreements with any of the 'January 10'?



WHY IT MATTERS!

A disproportionate number of supplier deals are aligned to their own fiscal year end dates.

Getting ahead of their predictable activity and strategies will save you a lot of time and money!



Supplier sales organizations need to get deals done at maximum price and margin!

- 1) Hitting sales goals is job 1 - nothing else matters in Q4.
- 2) Executive management hyper focused on booking revenue to boost earnings and share price before earnings calls.
- 3) Reducing inventory a must for equipment manufacturers.



WHAT TO EXPECT...

- Pushing discounts and incentives before the end of the quarter...
- More frequent communications - now they love you!
- Offers to pre-order subscriptions or pre-purchase deals
- Bundling products and services for added discounts
- Executive meeting offers from sales Directors, VPs, and EVPs
- Threat of impending price increases

TAKING ACTION!!!

PREPARATION

- 1 - Start early! All of these steps take time, so make sure you have enough time to execute.
- 2 - Stakeholder input. Making sure the business as well as the IT team are still happy with the supplier informs strategy.
- 3 - Vendor performance. Gather KPIs and other valid metrics to inform decision making.
- 4 - Know the market. Who is the supplier's competition? Can they do the job? How are your discounts versus peers?
- 5 - Changes. Bring forward from any anticipated changes to your deployments over the next 1-3 years so you know how to prepare renewal discussions.
- 6 - Strategy. Develop a team strategy on how you approach and work with your supplier on the renewal or purchase - and stick to it.



Can NET(net) Help?
YES

Help with part of all of
your supplier actions:

Renewals

New Purchase

Audits

RFIs / RFPs

Benchmarks

Negotiations

Analysis