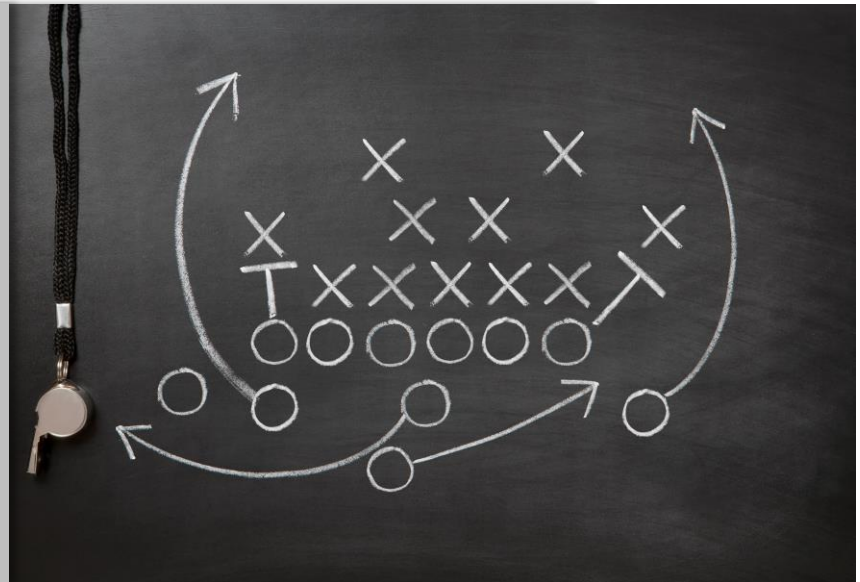


# Software Agreement Optimisation

## WHAT'S YOUR GAME PLAN?

Succeed in contract negotiations from a position of knowledge and strength.



## What is Software Agreement Optimisation?

JT's Software Agreement Optimization is a framework to help organizations succeed in contract negotiations from a position of knowledge and strength.

**Businesses can average 20-30% cost savings through optimisation.**

## Agreement Optimisation Process



## Examples of the savings that can be achieved through the optimisation process

<ul style="list-style-type: none"> <li>• Customer Vertical: Insurance</li> <li>• Microsoft Agreement Optimization &amp; Negotiation Support</li> <li>• <b>Savings of £8.9M</b> on a <b>£40M</b> renewal.</li> </ul>	<ul style="list-style-type: none"> <li>• Customer Vertical: Health Information Technologies and Clinical Research</li> <li>• Microsoft Baseline &amp; Risk and Opportunity Assessment</li> <li>• Cost Avoidance <b>Savings of £10M</b></li> </ul>	<ul style="list-style-type: none"> <li>• Customer Vertical: Global Manufacturer</li> <li>• Microsoft Agreement Optimization &amp; Negotiation Support</li> <li>• <b>Savings of 26%</b> over previous agreement</li> </ul>
<ul style="list-style-type: none"> <li>• Customer Vertical: University in California - Worldwide Health</li> <li>• VMWare Baseline and Contract Renewal Support</li> <li>• <b>Savings of £370K</b> on a <b>£4.8M</b> renewal through optimization and cost reduction.</li> </ul>	<ul style="list-style-type: none"> <li>• Customer Vertical: Consumer Goods Company</li> <li>• Oracle Baseline</li> <li>• Identified <b>£13M in Cost Avoidance</b> and <b>£440K in cost savings</b></li> </ul>	<ul style="list-style-type: none"> <li>• Customer Vertical: Healthcare</li> <li>• Microsoft Contract Analysis and SQL Server Baseline</li> <li>• <b>£1.2M in savings</b> on a <b>£6.3M</b> renewal.</li> </ul>
<ul style="list-style-type: none"> <li>• Customer Vertical: Global Manufacturing &amp; Industrial Equipment Supplier</li> <li>• Microsoft Baseline and Optimization Engagement</li> <li>• Savings of <b>£137K</b></li> </ul>	<ul style="list-style-type: none"> <li>• Customer Vertical: Hosting Company - Healthcare</li> <li>• Microsoft SPLA Reporting Health Check</li> <li>• Savings Identified in the value of <b>£12k/month</b> due to double reporting on Windows Server Datacenter identified</li> </ul>	<ul style="list-style-type: none"> <li>• Customer Vertical: Hosting Company</li> <li>• Microsoft SPLA Manage Service</li> <li>• Savings of <b>£29k/month</b> Identified due to SQL Server licensing optimization</li> </ul>
<ul style="list-style-type: none"> <li>• Customer Vertical: Retail</li> <li>• SAP Baseline and Audit Support</li> <li>• SAP Audit Findings: £9.6M</li> <li>• SAP Final Settlement: £2.4M</li> <li>• <b>Savings of £7.2M</b></li> </ul>	<ul style="list-style-type: none"> <li>• Customer Vertical: Healthcare</li> <li>• Microsoft Audit and Negotiation Support</li> <li>• Microsoft SPLA Audit Findings: £1.53M</li> <li>• Microsoft SPLA Final Settlement: £930K</li> <li>• <b>Savings of £600K</b></li> </ul>	<ul style="list-style-type: none"> <li>• Customer Vertical: Cloud &amp; Security</li> <li>• Microsoft Audit and Negotiation Support</li> <li>• Microsoft SPLA Audit Findings: £2.26M</li> <li>• Microsoft SPLA Final Settlement: £400K</li> <li>• <b>Savings of £1.86M</b></li> </ul>
<ul style="list-style-type: none"> <li>• Customer Vertical: Retail</li> <li>• ILMT Install and Audit Support Engagement</li> <li>• IBM Audit Findings: £9.28M</li> <li>• IBM Final Settlement: £1.2M</li> <li>• <b>Savings of £8.08M</b></li> </ul>	<ul style="list-style-type: none"> <li>• Customer Vertical: Insurance</li> <li>• ILMT Install and Audit Support Engagement</li> <li>• IBM Audit Findings: £800K</li> <li>• IBM Final Settlement: £0</li> <li>• <b>Savings of £800K</b></li> </ul>	<ul style="list-style-type: none"> <li>• Customer Vertical: Finance</li> <li>• ILMT Install &amp; IBM Baseline with Audit Support Engagement</li> <li>• IBM Audit Findings: £36.3M</li> <li>• IBM Final Settlement: £8.88M</li> <li>• <b>Savings of £27.42M</b></li> </ul>