

VendorVision™ & VendorVault™ “Advanced Resources for Software Negotiations”

Overview

VendorVision™ is a collection of tools designed to improve savings and business terms on enterprise software deals. It contains in-depth vendor perspective on more than 50 of the most common business terms in software agreements. It serves as a pool of software negotiation best practices. A comprehensive 90-page set of tools (available in Macromedia Flash, Excel with comments, and paper format) adds vendor insight and documents best practices for each business term. The **VendorVault™** online directory contains vendor specific financial and strategic data on 54 of the top software companies. Get this vital information without having to do the research.

VendorVision™

VendorVision™ customers generally have solid IT procurement processes in place and advanced software negotiators on staff. They appreciate:

- ▼ combining the vendor’s perspective and recommendations with their own information to improve savings and business terms
- ▼ having advanced resources for even the most experienced software negotiators and a training resource for others
- ▼ receiving continually updated content from changes in the software industry

Former software executives from notable companies developed **VendorVision™**. The content is continually updated based on feedback and content provided by Global 2000 customers and professionals with domain expertise. Mitigo Partners’ research and real-life experiences add the balance.



VendorVault™

Evaluating the current financial strength and competitive position of a software company is important to negotiations. **VendorVault™** is an online directory containing up-to-date information on the top 54 public software companies. Leverage these financial and strategic indicators to better understand the mindset of specific vendors and their willingness to negotiate. Access this information in a continually updated online directory without having to research Form-10ks, conference call transcripts and other large financial reports. Gain access to the vendor’s:

- ▼ average deal size and what they classify as a “strategic” deal
- ▼ revenue mix breaking down licenses, support and services
- ▼ performance and market share relative to their top competitors

Pricing

VendorVision™ Perpetual License

Corporate License (15 users)	\$4,995
Workgroup License (5 users)	\$1,995
Single License	\$ 495

Annual Maintenance is 15% of the product list price. It includes two online updates and one hardcopy update every 12 months.

VendorVault™ Annual Subscription \$ 995

The subscription allows an unlimited number of users to access vendor specific content on the Mitigo Partners website. **VendorVault™** is updated quarterly for most of the top 54 software vendors. Additional vendors can be added for \$495 each.

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