

Renewal Management Service



Mitigo Partners is offering a unique service to ensure every key IT renewal is properly assessed and set up for savings – while allowing your team to lead the negotiations. The goal is to help you stay on top of large renewals (e.g., software maintenance, SaaS) by properly assessing and tracking your top 10 to 50 suppliers – the bulk of your spend - resulting in opportunity cost savings of hundreds of thousands to millions of dollars. With the rapid increase in cloud-based solutions, it’s more important than ever to manage and negotiate each renewal effectively.

Why is Mitigo Partners’ Renewal Management Service needed?

- ▼ Organizations need help staying on top of renewals well in advance (180 days) of the due date.
- ▼ IT / procurement departments have limited resources to properly assess and negotiate every renewal.
- ▼ Mitigo Partners uses broad deal experience and a number of outside benchmark samples to set cost targets.

How is the service different than an existing asset management system?

Software asset management systems provide the essential raw data, triggers, and alerts. Mitigo Partners’ service adds human interaction, deal intelligence, and proven strategy in:

- ▼ Assessing each deal
- ▼ Setting price target based on quantified leverage points
- ▼ Summarizing the negotiation landscape into a concise snapshot for every key renewal

How is the service priced?

- ▼ Up to 10 renewals \$15,000 / year
- ▼ 11 to 25 renewals \$35,000 / year
- ▼ 26 to 50 renewals \$50,000 / year

Service Summary:

We organize your top-tier list (in a format of your choice) by a number of criteria, including total spend, strategic importance, and renewal dates. Monthly reports and calls focus on deal assessment results, assignment of responsibilities, comparable pricing, and **expected cost savings**.

| Service Offerings | Planning and Preparation | | | | Negotiation Support | | | Negotiation Execution | |
|-----------------------------------|--|----------------|--------------|-------------------|---------------------|-------------------------|--------------------|------------------------|--------------|
| | Deal Assessment | Monthly Report | Status Calls | Projected Savings | Negotiation Plan | Supplier Communications | Background Support | Negotiation Leadership | Deal Closure |
| Renewal Management Service | ✓ | ✓ | ✓ | ✓ | | | | | |
| Full Negotiation Service | <i>Included only for deals negotiated by Mitigo Partners</i> | | | | ✓ | ✓ | ✓ | ✓ | ✓ |