

Negotiation Services

Overview

Mitigo Partners offers services to lead or assist in your software negotiations. You can choose to have Mitigo Partners negotiate deals directly with the vendor, consult in the background or a combination of the two. These services provide insight and recommendations that exploit the techniques in **VendorVision™** to help you realize greater savings. While most Mitigo Partners customers have dedicated sourcing departments or strong negotiators in IT, they benefit from the added perspective of former software executives to augment their efforts.



Contingency Services

Mitigo Partners offers contingency services to lead negotiations and attempt to drive savings beyond what customers have already achieved or expect to achieve on their own. With this service, Mitigo Partners will engage directly with the vendor to attempt to reduce the purchase price and obtain better business terms. Contingency services offer value to customers by:

- ▼ saving more money and improving terms on a no-risk basis
- ▼ dealing with time consuming calls, emails and excessive follow-up from vendors
- ▼ adding benchmark data to ensure that you can properly measure updated pricing and terms

With contingency services, customers pay a percentage of the savings (i.e., the difference between the agreed upon starting price and what is finally achieved). Mitigo Partners' fee is determined by factors, including but not limited to the size of the deal in dollars, number of business terms to negotiate, nature of deal (new or existing) and software companies involved. **Customers pay only if and when savings are achieved.**

Mitigo Partners also offers mentoring services in cases where customers wish to control negotiations while leveraging insight and data, including:

- ▼ industry accepted pricing standards
- ▼ alternative software products and services
- ▼ the right strategy based on predicted outcomes

With Mentoring, a Mitigo Partners consultant will put your specific deal(s) through the **VendorVision™** Methodology and work in the background or directly with vendors to help you achieve the best possible agreement. You can interface with the vendor directly while taking advantage of Mitigo Partners' expertise in creating the right strategy based on predicting how vendors will respond to a variety of scenarios.

Services Focus

- ▼ new software deals
- ▼ support & maintenance renewals
- ▼ enterprise agreements & system modifications

Pricing

- ▼ Mitigo Partners is a pay-for-performance company and charges a percentage of savings achieved.
- ▼ Percentage is determined based on deal type, size in terms of dollars and complexity.
- ▼ The fee is calculated using the difference between the starting and final cost.

Approach

Mitigo Partners works closely with many Fortune 500 companies and other organizations. We earn our fee based on performance and are happy to take on the entire financial risk of improving almost any software deal. Please contact us today to learn what we can do for you and to be connected to a reference.

Contact Information

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