

Mitigo Contingency Services

Mitigo Partners offers a unique service to provide customers with outside expertise and negotiation services on key IT deals – *while ensuring organizations are confident they are paying the best price.* The goal is to optimize all opportunities by scrutinizing every aspect of the deal, from proper license structure and counts to achieving a price well below typical benchmark pricing levels.

Why is this contingency service needed?

- Organizations benefit from an outside and experienced perspective when making new IT purchases and renewals.
- IT and procurement departments have limited resources to properly assess and negotiate every aspect of every deal.
- Mitigo Partners uses broad deal experience and several outside benchmark samples to set prices and execute targets.

How does the process work?

- Free deal assessments are offered for each opportunity.
- Formal negotiation plans are written based on benchmark data and leverage.
- Negotiations are executed from start to finish until an optimized price is approved by the customer.

Service rate by deal size:

- < \$250K 15.0% of savings
- \$250K to \$1M 12.5% of savings
- \$1M + 10.0% of savings

Service terms:

- No minimum deal or spend commitment
- Deal selection is at the sole discretion of the customer
- Recurring meetings and financial summaries provided at no charge

Service Offerings	Planning and Preparation				Negotiation Support			Negotiation Execution	
	Deal Assessment	Price Setting	Weekly Calls	Savings Tracking	Negotiation Plan	Supplier Communications	Background Support	Negotiation Ownership	Deal Closure
Mitigo 3rd Party View	✓	✓	✓	✓		<i>Behind-the-scenes</i>	✓		
Full Contingency Services	<i>Included for deals negotiated by Mitigo Partners</i>				✓	✓	✓	✓	✓