



Blackstone

# NET(net): BXMAP 3.0

*(Blackstone Microsoft Affiliate Program)*

Americas, EMEA, APAC

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# Who We Are



## Deal Makers (Brokers)

- Specialize in Commercial & Contractual Negotiations
- And Performance Management of the Technology Supply Chain

## Category Experts in IT Cost Optimization

- Full Service Provider (What, How, & Do) – and Tactical → Strategic
- Help Clients Save 33% on average savings
- Detailed Federated Market Intelligence on over 8500 IT Suppliers

## Run a Technology-enabled Business Process as-a-Service

- Powered by WIN(win)<sup>TM</sup> for Strategic Supplier Lifecycle Management – Adaptive / Full Scope / High Quality / Continuous Improvement

## Offer Frictionless Business Model:

- Heavy Performance Focus (Cover Fees in Savings)
- Gain Share for Shared Rewards (Small Gain Share Rates)

## Global Company (Americas, EMEA, APAC)

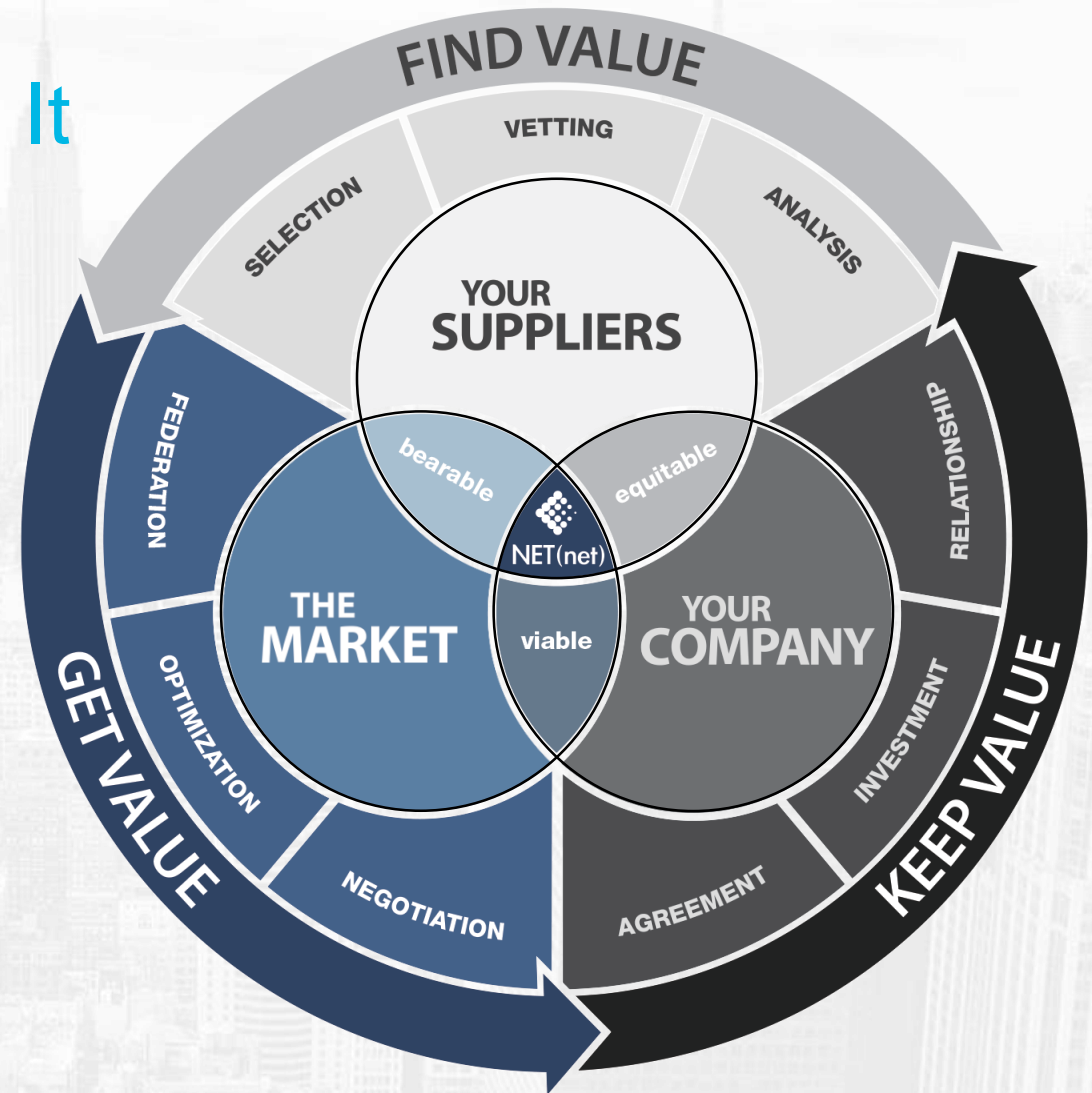
- 15 Years Old (Founded in 2002)
- 100% Client Advocacy Organization
- 25 Years of Experience (on Average) of our Folks
- 2,500 Global Clients / 25,000 Field Engagements
- \$250 Billion+ of Resulting Client Value Captured since 2002

# What We Do & How We Do It

**Find** Maximum Value in your IT Supply Chain through Market Analysis, Solution Vetting, and Disciplined Supplier Selections.

**Get** Optimal Value through Federated Intelligence, IT Optimization, and Commercial & Contractual Supplier Negotiations.

**Keep** Value Harvested in your Company through Supplier Performance Management of your Agreements, Investments, and Relationships.

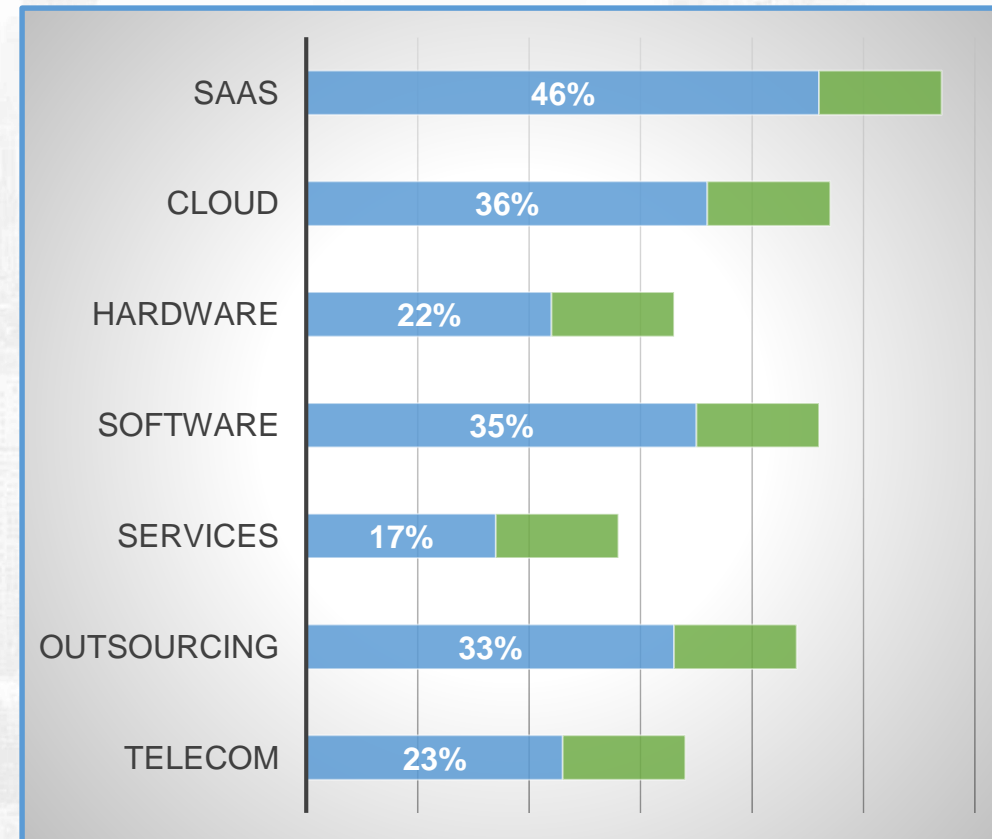


# How well we perform

Average Savings in the Top Seven spend categories in IT

84% of NET(net) deals fall into one standard deviation of the savings ranges identified in these categories:

33% in the green band

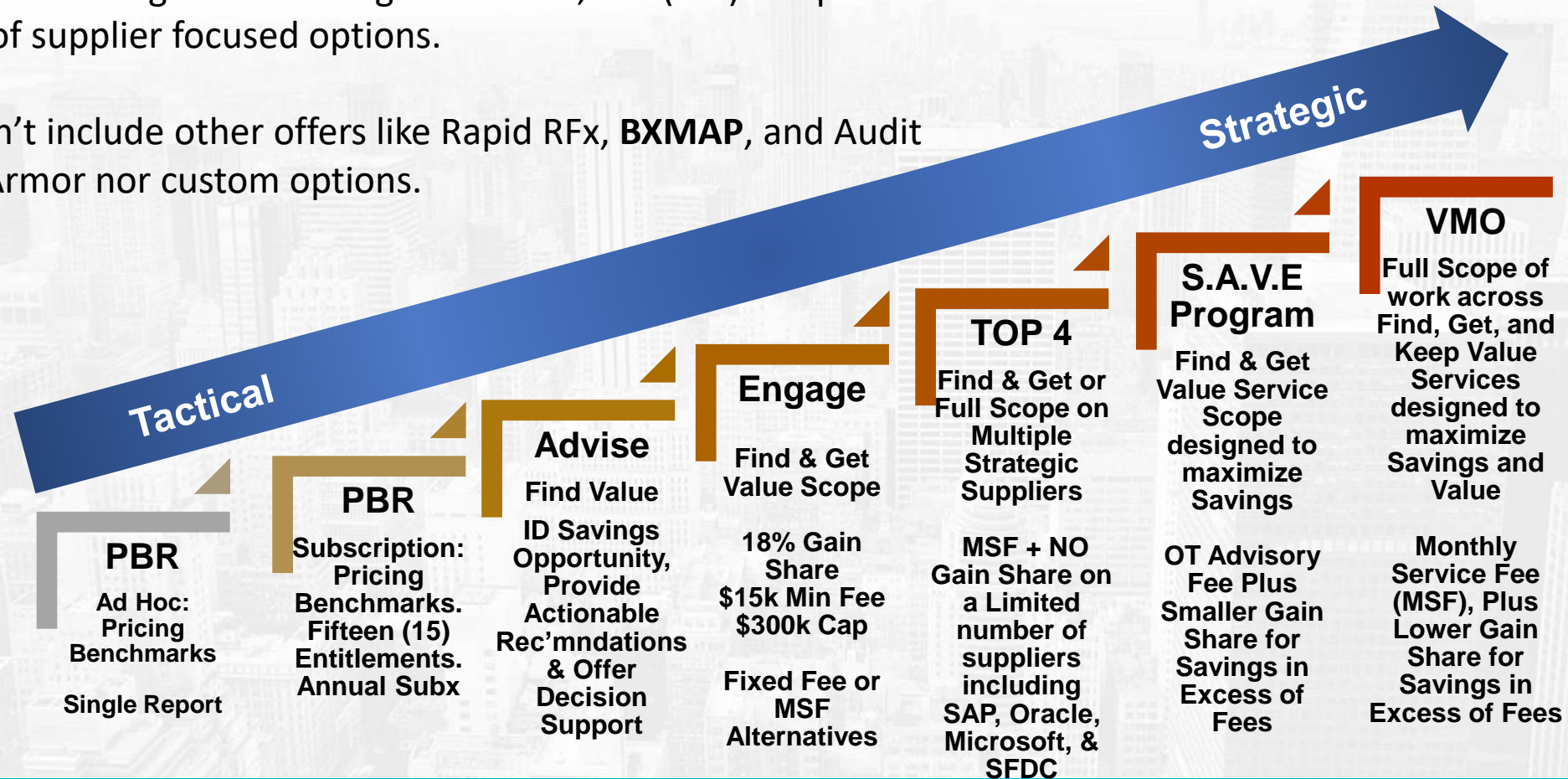


NET(net) study of over 1,000 client opportunities from 2012 – 2017.

# How do we Work Together?

From Benchmarking to full Managed Services, NET(net) can provide a variety of supplier focused options.

This doesn't include other offers like Rapid RFx, **BXMAP**, and Audit Defense Armor nor custom options.



# \$235M+ in Savings and Counting...



#1 Program in Savings

#1 Rated Program in Savings%

#1 Rated Program in Retention of Value

# BXMAP 3.0 Program

Delivering Long Term Value

Americas, EMEA, APAC

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# BXMAP 3.0 Program\*

## Key Program Benefits

- Saves Blackstone affiliates an average of 21% to 33% on Microsoft products and services (inclusive of all agreement and license types, incl. Cloud)
- Greater Good: **The more Blackstone affiliates participate, the more all save** as the program spend is aggregated at the highest level to maximize commercial benefits
- Multiple enrollment options – one size does not fit all

**Since 2010, NET(net) has addressed \$164,000,000+ in Microsoft value in the BXMAP, and achieved a NET savings of \$37,000,000+ for an average of 22.5%**

<http://optimize.netnetweb.com/blackstonefmiandnetnet-bxmap>

\* Available to 51% owned companies.

# BXMAP 3.0 Program: Important Updates and Improvements

- Blackstone Companies will continue to have access to the full range of Microsoft's product and service offerings. Note, that in this renewal cycle, products from Microsoft are not limited to Select+.
- Purchases made through the BXMAP program can be aggregated at the highest level (i.e. Blackstone parent) and continuously factored to achieve the most beneficial price level for commercial organizations. All participating investment companies can enjoy and attain the next discount price level for a pool.

# BXMAP 3.0 Program

WIN(win): One place to manage everything Microsoft (and others)

- Custom Microsoft Key Performance Indicators (KPIs)
- Custom Microsoft Service Level Agreement(s) (SLAs)
- Pre-built Watchlist Items with Proactive Alerts

*We've combined NET(net)'s Subject Matter Expertise with our Strategic Supplier Management & Sourcing platform WIN(win)™, which delivers a true Technology Enabled Business Process as a Service.*

# BXMAP 3.0 Program

## Engagement Options

Avg. Savings: 21%	Avg. Savings: 21-27%	Avg. Savings: 27-33%	Avg. Savings: 33%+
Bronze Level	Silver - All the Entitlements of Bronze PLUS:	Gold - All the Entitlements of Silver PLUS:	Platinum - All the Entitlements of Gold PLUS:
Private Peer Group for BXMAP Participants	Un-Enrollment and Separate Agreement Set Up	Increased Hours of NET(net) Monthly Service	Compliance Tracking & Data Visualization
Enrollment Management and Administration	Perform and Federate Market Research	Increased WIN(win) Subscription Licenses	Increased Hours of NET(net) Monthly Service
Gather and Assess Information	Provide Contractual Negotiations Assistance	WIN(win) Platform User and Company Administration	Increased WIN(win) Subscription Licenses
Deliver Detailed Opportunity Analysis (OA)	Develop a Relationship Optimization Plan	Increased Dollar Value for 3 Year NET(net) SLA	Increased Dollar Value for 3 Year NET(net) SLA
Conduct Customized Business Value Assessment	Amortize Performance Fees Over Agreement Term	Management Dashboard and Reporting	

Additional Features Included with all options:

- Delivery of findings and recommendations report
- Perform Licensing Optimization
- Perform Configuration Optimization
- Provide Commercial Negotiations Assistance
- Assist with Annual True Up Process
- For complete list of tier services, please visit: <http://optimize.netnetweb.com/blackstonefmiandnetnet-bxmap>

# BXMAP 3.0 Program - Enrolled



# BXMAP 3.0 Program – Not yet enrolled:



# BXMAP 3.0: Blackstone Microsoft Affiliate Program

For more information, please visit:

<http://optimize.netnetweb.com/blackstonefmiandnetnet-bxmap>

For additional NET(net) programs exclusive to Blackstone, please visit:

<http://optimize.netnetweb.com/blackstonefmiandnetnet>

# Thank you!

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