



NET(net) and Blackstone Programs

Partners since 2009

Blackstone *and* NET(net)

Since 2009...





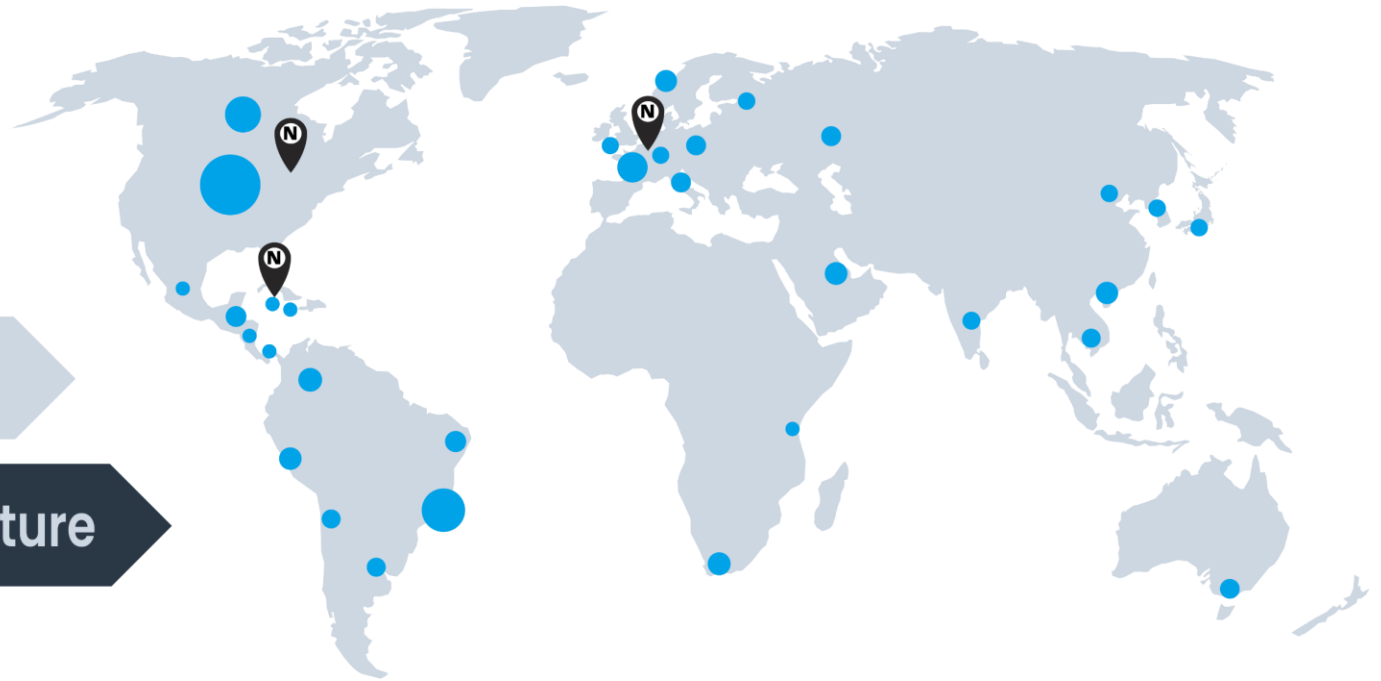
Market Leading IT Cost & Value Optimization

Founded in 2002

1. IT Spend Category Experts

2. AI Platform Centric

3. Performance Based Culture



33%

Average Savings
Across All Suppliers

\$400B

of Client Value
Captured Since 2002



Global Coverage

NET(net) has executed Client engagements on five continents, in over 30 countries since 2002.



Staff locations: United States, Netherlands, Panama, Grand Cayman, Philippines



IT Spend Category Experts

A proven methodology creating value across a broad range of technology suppliers and practice areas.



Customer Relationship Management	Database Management Systems	ERP, HR, IT, & Warehouse Management Systems	Data Center Hosting, Co-Location and Managed Services	IT Infrastructure Outsourcing and Managed Services	Storage, Backup and Data Protection	Cloud Platforms



Customer Relationship Management:

Microsoft, Oracle, Salesforce.com, SAP

Enterprise Portals:

IBM, Interwoven, Microsoft, Open Text, Oracle, SAP, Sun, TIBCO

Open Source (Commercialized):

Apache, IBM, Novell, RedHat, Sun

E-Procurement:

Ariba, Coupa, and others

Outsourcing:

TCS, HPE, CapGemini, Accenutre, HCL, and many others

Research / Data:

Bloomberg, Thomson Reuters, Gartner, Forrester

Contact Center as a Service:

Five9, Nice, CXone, Genesys, Amazon, 8x8

Service Providers:

Resellers / VARs / Integrators
POS
Field support. Help desk, third party support

Database Management Systems:

IBM, Microsoft, Netezza, Oracle, Teradata

Enterprise Resource Planning, Human Resource Management Systems and Warehouse Management Systems:

Infor, Lawson, Microsoft, NetSuite, Oracle, Sage, SAP

Retail – POS:

Epson, Fujitsu, IBM, NCR, Sun

Enterprise Application Integration and Business Process Management:

IBM, Jitterbit, Microsoft (BizTalk), Progress Software (FUSE), TIBCO

MCO – Mainframe Cost Optimization:

IBM

Wintel Software:

Microsoft
VMWare / Citrix
Adobe
Symantec
ITIL / ITSM Suites (BMC / Remedy, ServiceNow)

SaaS:

Microsoft
Azure / Office 365
Google
Google Apps
Amazon / AWS
Other cloud services / management suites

Hardware:

All resellers / VARs / Integrators
HP / Dell / IBM / Apple
Point of sale (POS)
Thin clients
Tablets / handhelds / BYOD

Data Warehouse / Business Intelligence:

Ab Initio, IBM, Microsoft, Netezza, Oracle, Teradata

Payroll:

DP, Intuit and others

Supply Chain Management:

Cove, Intek, Kinaxis, Manhattan Associates

Full Experience and Practice Area Map

Note: This does not include every supplier, nor does it preclude NET(net) from working with new suppliers. Our methodology transfers to almost any vendor or technology.

Engineering SW:

Autodesk, Bentley, Dassault Systems, Parametric, Synopsis, Mentor Graphics

HCM:

Taleo, SuccessFactors, Halogen, Saba, Workday, Silkroad, OracleHCM, ADP, Ceridian, UKG

Servers and Hyperconverged:

Quanta, Supermicro, HPE Cisco UCS, Dell, Nutanix, Symplivity

Carrier Services: Fixed Voice Communications, Internet and Wide-Area Networking:

AT&T, Verizon Business, Internap, Zayo, Windstream, Colt Telecom, British Telecom, T-Systems, Deutsche Telecom, Orange Business Services, Virgin Media, NTT, SingTel, Lumen, Masergy, Megaport, Comcast

Cloud Computing and Infrastructure as a Service:

Amazon (AWS), Google Compute Engine, IBM Cloud, Microsoft (Azure), Rackspace, VMware

Content Delivery Network:

Akamai, Limelight, AT&T, CDNetworks, Cloudfront, Verizon, Ooyala, Cloudflare

Storage, Backup and Data Protection:

Nimble, Pure Storage, Dell/EMC, 3PAR (HP), IBM, HP, NetApp, Compellent, Hitachi, Microsoft, Symantec, Commvault, Data Domain and Avamar (EMC)

Security: General

Crowdstrike, Carbon Black, zScaler, Cisco, Palo Alto, Cloudflare, Splunk, Microsoft, Checkpoint, Sailpoint, BeyondTrust

Enterprise Content Management:

Autonomy, Day, EMC, HP, IBM, Microsoft, Open Text, Oracle, SAP, SunGard, Xerox

IT Infrastructure Outsourcing and Managed Services:

HCL, Cognizant, Wipro, Infosys, IBM, Verizon Business, HPE, Dell/Perot, Orange Business Services, BT, Ensonno, Tech Mahindra, Mphasis

Managed Security Services:

SecureWorks, Symantec, Verizon, HPE, Trustwave, WiPro

Mainframe:

CA, IBM, BMC, ASG, Compuware

Wireless Mobility:

AT&T Mobility, Vodafone, O2, Verizon Wireless, T-Mobile

Hosted Voice, Unified Communications and Collaboration:

Avaya, Cisco, Siemens, Fuze, Microsoft, Slack, Five9, Webex, Dialpad, Amazon, Google, GoToMeeting, Bluejeans, Zoom

Data Center Hosting, Co-Location and Managed Services:

ACS, Ensonno, QTS, Dell, IBM, Verizon Business, SunGard, AT&T, Lumen, Rackspace, Zayo, Equinix, One Neck, Data Intensity, ITC

Networking Hardware:

Bigswitch, Arista, Cisco, Talari, Juniper, Brocade (Broadcom), HPE, Riverbed, Adtran, VMware NSX, Huawei, ZTE



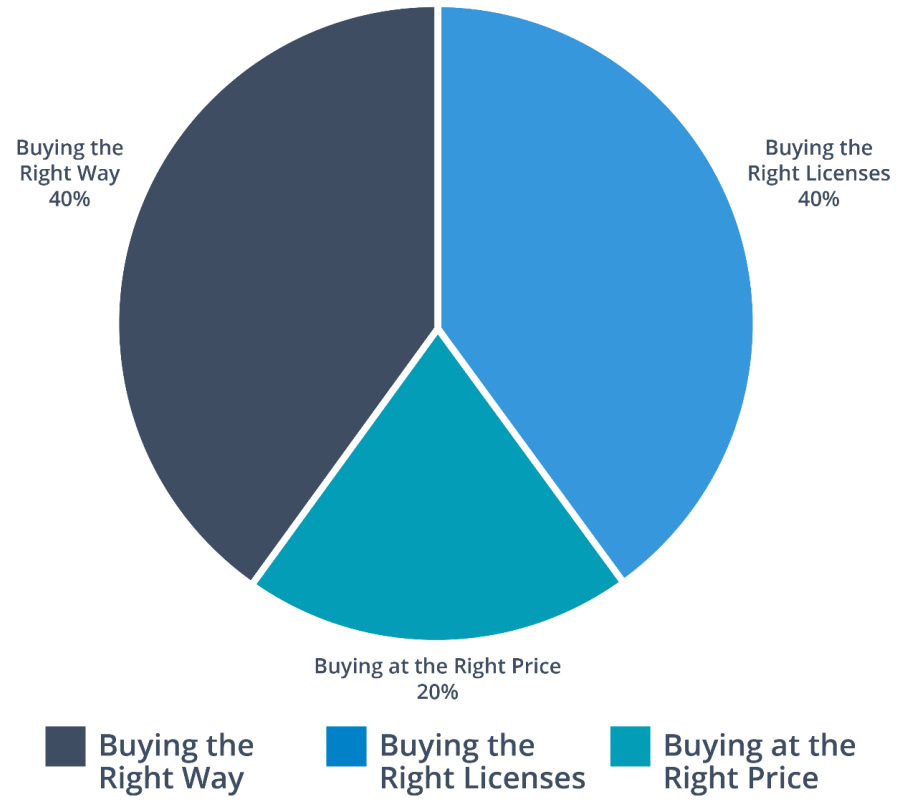
IT Spend Optimization Methodology

Optimization Methodology

3-D Value Creation

- Right-Buying
- Right-Licensing
- Right-Pricing

It's not just about the price....



Performance Based Culture

Client Advocacy

Experience

20 years of direct market deal data.
SMEs average 20 years experience.

Integrity

Zero revenue from suppliers/vendors.
We don't sell our data.

ROI

Measured in the hundreds of %.
Industry leading NPS/Satisfaction scores.



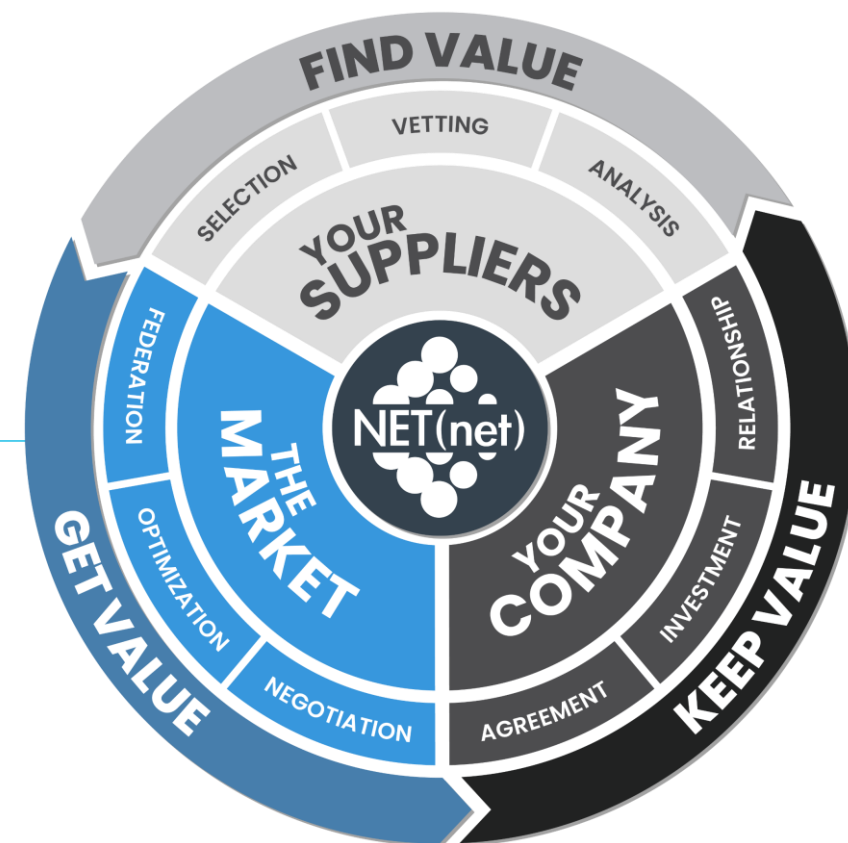
When To Engage NET(net)

Reactive

1. Business restructuring or corporate reorganization (M&A/divestitures)
2. Supplier **audit** / disputes
3. Implementation challenges
4. RFP sourcing assistance with market analysis, supplier fit, selection and negotiation
5. Business or customer requirements drive urgent purchases

Planned

1. Review / Benchmark overall IT spend
2. Business transformation planning
3. New/Major technology investments
4. Annual maintenance and support renewals
5. Upcoming mid-term rate review or benchmarking provisions
6. Validate current providers against emerging providers



How to Engage



How to Engage: Three Simple Steps

Step 1

High Level, **No Cost** Assessment

- Review your situation, Top 5 Suppliers or All

Step 2

NET(net) recommendation to engage **if** high-yield, high impact opportunity

- Based on timing, strategy, supplier and situation

Step 3

Engage under NET(net)'s Preferred Blackstone Savings Cloud Options:

- Specific deliverables support cost and value optimization & negotiations
- Single Supplier, Multiple Suppliers, or Ongoing Portfolio Support



Engagement Model Options

Single or Multiple Supplier Engagement

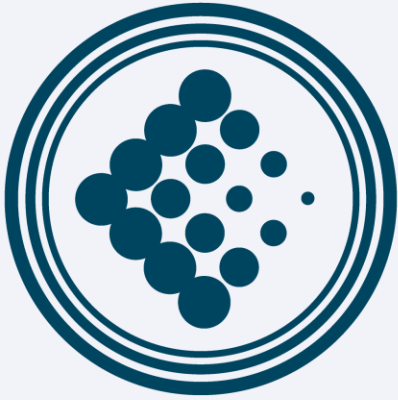
- Consultation, includes benchmarking, market validation, & analysis.
- Engage to address a single supplier issue around renewals, audits, new purchases, M&A, etc.
- Combination of up-front fee plus performance fee % on savings results.
- Several options based on agreement size

Savings Cloud Ongoing Portfolio Optimization

- Monthly service fee for a 40-month term inclusive of built in savings capacity. As savings are achieved on various suppliers, that amount is reduced from total capacity until either the term is complete, or capacity has run out.

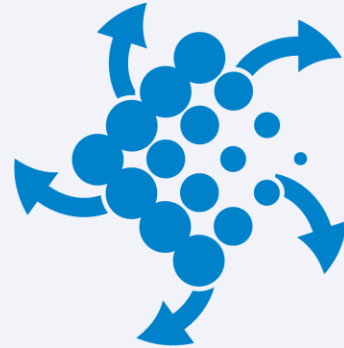


NET(net)-Blackstone Preferred Options



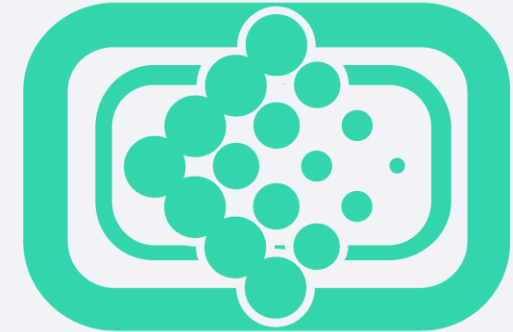
Benchmark

1 Month Term



**Single Supplier
Project**

1-4 Month Term



**Strategic
Enterprise**

18-40 Month
Term



Benchmark

Benchmark	
One Time Fee	\$5,000
Terms (in months)	1
Baseline Commitment	Sub \$300K
Performance Fee %	18%*
NET(net) Value Services	Find & Get*

*Optional

Leverages NET(net)'s Federated Market Intelligence (FMI) data on pricing terms, as well as Subject Matter Expertise.

Benchmarking price to Identify Savings (your quote versus market optimized), with detailed report and analyst call.

Optional Full services for Cost Optimization, Configuration, Metrics, BOM tuning & Negotiation Assistance.



Single Supplier Project

Single Supplier Project	
One Time Fee	\$18,000
Terms (in months)	1 - 4
Savings Capacity	\$100,000
Baseline Commitment	\$300K - \$5M
Performance Fee %	18%
NET(net) Value Services	Find & Get

Full-service benchmarking, optimization and negotiation services for supplier in focus.

\$100,000 Savings Capacity subtracted from final savings BEFORE performance fee calculated.

NET(net) Subject Matter Experts develop strategy and lead negotiations to achieve identified savings and optimizations.




Single Supplier Case Studies

Supplier	SAP	Microsoft	ORACLE®	aws	salesforce	IBM
Engagement & Activity	<p>Optimize SAP Agreement</p> <p>Optimize Cloud Suppliers (Ariba, Concur, Fieldglass)</p> <p>M&S Optimization</p> <p>Baseline: \$54,939,280</p>	<p>Optimize Microsoft EA</p> <p>Reduce Costs and Improve/Increase Value</p> <p>Hone Configuration</p> <p>Baseline: \$8,244,055</p>	<p>Optimize Oracle ULA</p> <p>List Value \$84 Million</p> <p>8 Total Oracle Products</p> <p>Baseline: \$18,608,295</p>	<p>Cloud Cost Optimization Analysis</p> <p>Commit Risk Assessment</p> <p>Analyze Workload Migrations</p> <p>Mitigate Carve Out Liabilities</p> <p>Address Discount Structure</p>	<p>Reduce Cost and Improve Services</p> <p>Added Services with No Added Cost</p> <p>Analyze Sub-Utilization and Overpayments</p> <p>Baseline: \$10,000,000</p>	<p>Mainframe Cost Optimization as part of Modern Enterprise Program</p> <p>Reduce Increasing Costs</p> <p>Analyze Consumption Patterns</p> <p>Unlock Budget away from IBM for Transformation Programs</p>
Optimizations	<p>Custom Carve Out Billing and Accounting Services</p> <p>Secured Shared Licenses for Optimized Terms</p> <p>Favored Terms with Direct SAP Purchases (S4, Microfocus, Open Text)</p> <p>License Extensions Granted Where Required</p>	<p>Secured Previously Negotiated Terms</p> <p>Six Month Bridge Extension for Migration</p> <p>Sales Tax Strategy Yielding Future Savings</p> <p>Outsized Terms & Pricing Vs. Peers</p>	<p>Disproportionately Larger BOM</p> <p>Improved Financing Terms</p> <p>Increased Entities Included in Scope</p> <p>Price Hold Risk Mitigation</p> <p>Migration of Cloud & On-Premise Licenses</p>	<p>New Commit Structure with Minimum Annual Commit</p> <p>Incentive Credits Negotiated to Mitigate Risk</p> <p>Carve Out Liability Credits Established</p> <p>Implemented Combination of Incentive/Investment Credits and Service Specific Discounts</p>	<p>Improved Effective Discount Structures for Legacy Products & Services</p> <p>Mitigated Risk of Lock-In When Adding New Products with Bundled Entitlements</p> <p>Enhanced Deal Structure to Avoid Future Cost Increases</p>	<p>Eliminated and Reduced Poorly Optimized Consumption Patterns</p> <p>Prioritized Workloads and Resources to Meet SLAs</p> <p>Modeled Future Savings Based on Resource Requirements and Anticipated Need</p> <p>Negotiated Price Structure Allowing for Decreased Cost While Increasing Consumption</p>
Financial Results	<p>Gross Savings: \$19,500,000</p> <p>ROI: 2169%</p>	<p>Gross Savings: \$2,600,000</p> <p>ROI: 1437%</p>	<p>Gross Savings: \$6,800,000</p> <p>ROI: 1142%</p>	<p>Gross Savings: \$2,700,000 + \$10M over 40 Months</p> <p>ROI: 1000%</p>	<p>Gross Savings: \$2,300,000</p> <p>ROI: 400%</p>	<p>Gross Savings: \$8,200,000</p> <p>ROI: 500%</p>



Strategic Enterprise

Strategic Enterprise



Mid-Market — Bronze — Silver — Gold — Platinum

	Mid-Market	Bronze	Silver	Gold	Platinum
Monthly Service Fee	\$10,000	\$12,500	\$25,000	\$50,000	\$100,000
Terms (in months)	18	40	40	40	40
Savings Capacity	\$1,000,000	\$2,500,000	\$6,666,666	\$20,000,000	\$80,000,000
Baseline Commitment	\$5,000,000	\$12,500,000	\$33,333,333	\$100,000,000	\$400,000,000
Performance Fee %	18%	20%	15%	10%	5%
NET(net) Value Services	————— Find, Get and Keep Value Services —————				

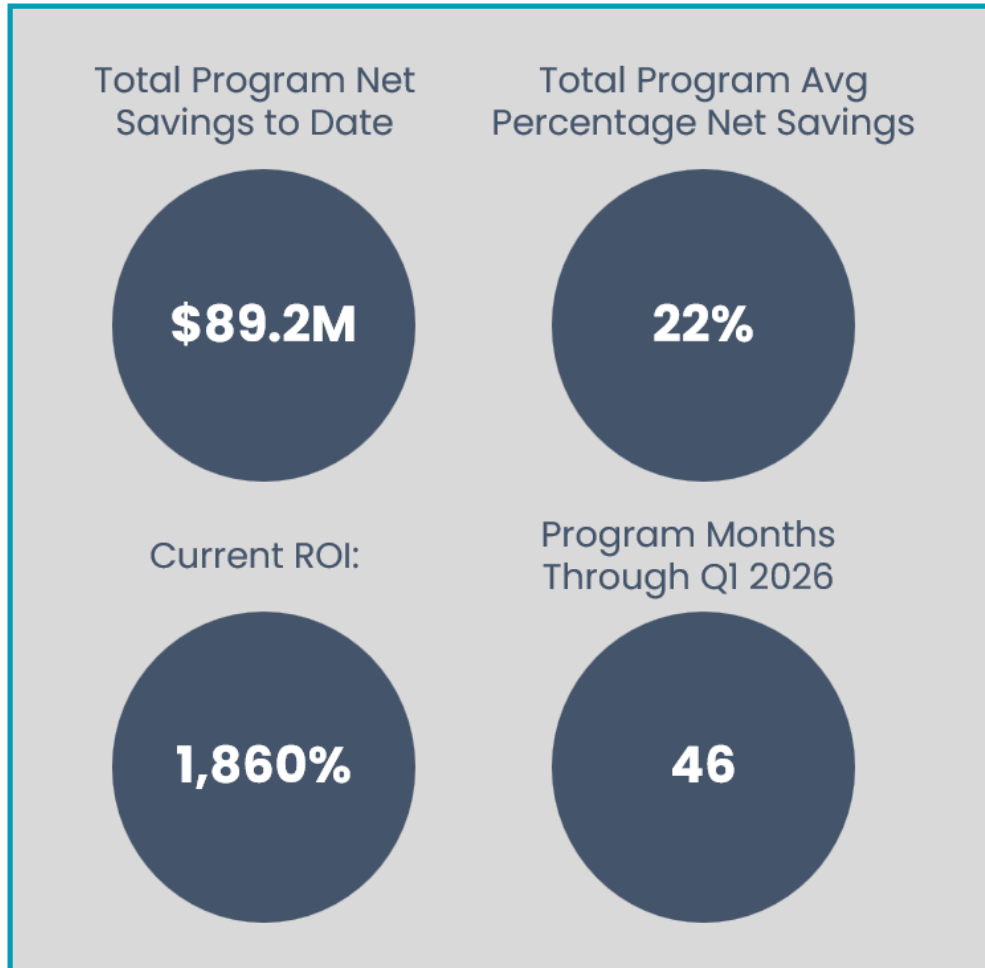
Monthly recurring fee enables NET(net) team to address entire portfolio of strategic agreements.

As NET(net) achieves savings on each supplier project, Savings Capacity is reduced by that amount.








There are NO performance fees for project savings until all Savings Capacity is used.



Strategic Enterprise: Case Study



Top 7 Supplier Savings in this Client's Strategic Enterprise Program:

Supplier:	Net Savings	Net Savings %
 MANHATTAN ASSOCIATES.	\$20,778,192	19%
 Microsoft	\$14,600,000	23%
 workday.	\$6,800,000	39%
 commercetools	\$6,184,128	41%
 vmware®	\$5,700,000	47%
 ORACLE®	\$5,600,000	24%
 ORACLE® Transportation Management	\$3,031,619	44%



Engagement Process



High Level Engagement Process

1. Identify

- Collect pertinent information regarding Clients goals, objectives, and organizational requirements
- Identify appropriate business drivers for investments in Supplier(s)
- Benchmark Client information and Supplier quotes against NET(net)'s Federated Market Intelligence

2. Assess & Analyze

- Assess for savings opportunities
- Assess the potential to re-engineer technology solutions to deliver more value
- Work within Client goals to optimize investment
- identifying appropriate evaluation, selection and negotiation processes;
- identifying appropriate contractual terms and conditions and investment vehicles and structures; &
- optimizing the configuration of the solution
- Use NET(net)'s methodology to assist Client to optimize its strategic/economic value by configuration, transaction, market, contract and/or relationship optimization.
- Use NET(net)'s Federated Market Intelligence to identify optimization opportunities
- Identify Supplier contract provisions that should be modified and assist in seeking additional non-standard Client-specific provisions

3. Strategize & Negotiate

- Detail negotiation alternatives to attain Client's overall goals and engagement objectives
- Direct Negotiations with Supplier
- Discuss and determine the appropriate negotiation strategy/approach regarding NET(net)'s in/direct participation in Supplier negotiations. Continual review throughout engagement based on engagement/negotiation developments
- Provide periodic updates regarding Services status



Engagement Timelines (example only)

Timeline Based on Identified Opportunities, Agreement Status and Client Priorities



Single Supplier: 30 Days (+/-*) | Initial Review + Evaluation | Negotiations

Portfolio: 40 Months | Ongoing Optimization and Negotiation of Mutually Agreed Targets

*Client and situation dependent and can be slightly more or less.




Milestone Deliverables for Each Target Supplier



Ongoing Weekly Status Reports for All Projects

In addition to online dashboards available 24x7, status reports also delivered via email from WIN(win) platform showing reports, current state, milestones, updates, results, and actions required for every project....



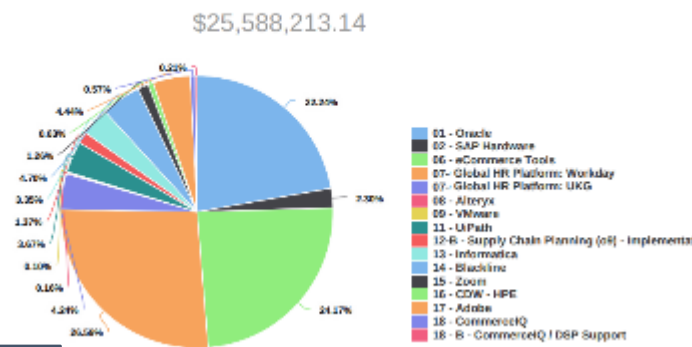
Status Report

Projects: Adobe, Alteryx, Appian, Blackline, Bloomreach, CDW - Cisco, CDW - HPE, Cisco, CommerceIQ, CommerceIQ / DSP Support, CommVault, Dell Purchase, eCommerce Tools, HPE 24TB Project, Informatica, LinkedIn Learning, Global HR Platform: Workday, Oracle, SAP Hardware, SAP Software, Supply Chain Planning (o9) - Implementation SOW, Supply Chain Planning (o9) - License Agreement, Supply Chain Planning (o9) - True UP, TierPoint, Transportation Management System, UiPath, VMware, Zoom
Date: 30 Oct 2023

Engagement Savings

Current Gross Savings

\$25,588,213.14



Project Status

Legend: → Not Started → To Plan ⚠ Action Needed ⚠ Assistance Needed ✓ Complete ⛔ Not Applicable

Project	Status	Exhibit	Kickoff	Baseline	CBVA	Data Collection	FO&R	SNP	Negotiation	Final Report
01 - Oracle	Complete	✓	✓	✓	✓	✓	✓	✓	✓	✓
02 - SAP Hardware	Complete	✓	✓	✓	✓	✓	✓	✓	✓	✓

Ongoing Projects

- **Alteryx**
 - Next Steps:
 - Client to provide executed agreement
- **CDW — Cisco**
 - Cisco bulk buy hardware order and have broken it out into quarterly purchases with CDW
 - Requested NN on 11/1 to review
 - NN advised there is a disparity between the prospective discounting in the spreadsheet vs. the quote.
 - NN recommended a discussion with CDW to put together some sort of volume purchasing agreement or what they have at one time referred to as a VIP agreement; something that establishes discounting and/or limits their margin and some other possible value-adds



Ongoing Status and Communications

Full access to Ongoing and Real Time Status Dashboard Provided by our Proprietary Platform, WIN(win):

The dashboard, titled "Portfolio Optimization", provides a comprehensive overview of project performance. It features a search bar for engagements or projects, a sidebar for "Savings Cloud" with a list of suppliers including DRE25734985 - Blue Sky Broadcast, Nexiva, Huawei, Alcatel, NEC, and Alcatel-Lucent Enterprise. The main area is divided into several key sections:

- Total Saved All Projects:** A bar chart comparing Capacity (€1,400,028.89) and Consumed (€189,586.43).
- Status of Each Project with Drill Down:** A table listing projects with their status, savings, and capacity used.
- Recent Deliverables:** A list of reports and documents received, such as "Report of Status" and "Supplier Negotiation Platform - 2022".
- Recent Documents:** A list of documents like "HubSpot Sample Imports-Deals" and "Proposal to Complete".
- Team Contacts:** Profiles for Aniele Riccio and Barbara Yeung.
- Collaboration:** A chat interface for staff at the supplier project or full engagement level.

Supplier Project List & Shortcuts

Copies of Deliverables

Copies of Documents

Team Contacts

Chat with Staff at Supplier Project or Full Engagement Level



Clients, Testimonials & Case Studies



Partial Client List...



What Our Clients Say...

"Was impressed with the team's knowledge. The renewal process was tricky for a variety of reasons, but we ended up with a very positive outcome."



"Creating long term value for our investors is a cornerstone of what we do at Blackstone, so it's only natural that we look for partners that have the same approach to their business. We have found that and more in working with NET(net) since 2013. NET(net) is continually among our top performing strategic partners in terms of delivering real, measurable value and optimization throughout our portfolio of companies."



"NET(net) has helped Hilton achieve greater value, both economically and strategically, on some of our most complex and intricate software agreements. We continue to leverage NET(net)'s expertise to more pervasively optimize and negotiate with our strategic software suppliers. When negotiating with any software organization today, you need the financial and legal protections and best practices of NET(net)."



"Every phase of our engagement with NET(net) was handled with utmost professionalism. Throughout every phase of the process, their team communicated clear expectations on what we should expect and when we should expect it. We were also impressed with the approach and logical sequence of activities that clearly outlined the process by which we would achieve our goals. Given the highly effective collaboration between our teams and the outsized results achieved, we look forward to working with NET(net) again on our vendor optimizations."



See more at: <https://www.netnetweb.com/testimonials>



Fred at NET(net) was very helpful in assisting us benchmark our proposals to align with market expectations. Fred worked well to our timelines and was readily available to contact when needed to support.



Highly professional and efficient team reviewed our software providers renewal and found a solution to meet our current user count - below their EA minimum requirement, but with a cost savings as well!



Excellent working with such a professional, efficient company with great results.

Ongoing Client Net Promoter Score of 86.



Enterprise Case Studies

Supplier	SAP	Microsoft	ORACLE®	aws	salesforce	IBM
Engagement & Activity	<p>Optimize SAP Agreement</p> <p>Optimize Cloud Suppliers (Ariba, Concur, Fieldglass)</p> <p>M&S Optimization</p> <p>Baseline: \$54,939,280</p>	<p>Optimize Microsoft EA</p> <p>Reduce Costs and Improve/Increase Value</p> <p>Hone Configuration</p> <p>Baseline: \$8,244,055</p>	<p>Optimize Oracle ULA</p> <p>List Value \$84 Million</p> <p>8 Total Oracle Products</p> <p>Baseline: \$18,608,295</p>	<p>Cloud Cost Optimization Analysis</p> <p>Commit Risk Assessment</p> <p>Analyze Workload Migrations</p> <p>Mitigate Carve Out Liabilities</p> <p>Address Discount Structure</p>	<p>Reduce Cost and Improve Services</p> <p>Added Services with No Added Cost</p> <p>Analyze Sub-Utilization and Overpayments</p> <p>Baseline: \$10,000,000</p>	<p>Mainframe Cost Optimization as part of Modern Enterprise Program</p> <p>Reduce Increasing Costs</p> <p>Analyze Consumption Patterns</p> <p>Unlock Budget away from IBM for Transformation Programs</p>
Optimizations	<p>Custom Carve Out Billing and Accounting Services</p> <p>Secured Shared Licenses for Optimized Terms</p> <p>Favored Terms with Direct SAP Purchases (S4, Microfocus, Open Text)</p> <p>License Extensions Granted Where Required</p>	<p>Secured Previously Negotiated Terms</p> <p>Six Month Bridge Extension for Migration</p> <p>Sales Tax Strategy Yielding Future Savings</p> <p>Outsized Terms & Pricing Vs. Peers</p>	<p>Disproportionately Larger BOM</p> <p>Improved Financing Terms</p> <p>Increased Entities Included in Scope</p> <p>Price Hold Risk Mitigation</p> <p>Migration of Cloud & On-Premise Licenses</p>	<p>New Commit Structure with Minimum Annual Commit</p> <p>Incentive Credits Negotiated to Mitigate Risk</p> <p>Carve Out Liability Credits Established</p> <p>Implemented Combination of Incentive/Investment Credits and Service Specific Discounts</p>	<p>Improved Effective Discount Structures for Legacy Products & Services</p> <p>Mitigated Risk of Lock-In When Adding New Products with Bundled Entitlements</p> <p>Enhanced Deal Structure to Avoid Future Cost Increases</p>	<p>Eliminated and Reduced Poorly Optimized Consumption Patterns</p> <p>Prioritized Workloads and Resources to Meet SLAs</p> <p>Modeled Future Savings Based on Resource Requirements and Anticipated Need</p> <p>Negotiated Price Structure Allowing for Decreased Cost While Increasing Consumption</p>
Financial Results	<p>Gross Savings: \$19,500,000</p> <p>ROI: 2169%</p>	<p>Gross Savings: \$2,600,000</p> <p>ROI: 1437%</p>	<p>Gross Savings: \$6,800,000</p> <p>ROI: 1142%</p>	<p>Gross Savings: \$2,700,000 + \$10M over 40 Months</p> <p>ROI: 1000%</p>	<p>Gross Savings: \$2,300,000</p> <p>ROI: 400%</p>	<p>Gross Savings: \$8,200,000</p> <p>ROI: 500%</p>



Mid-Market Case Studies

Supplier	SAP	fuze	curvature	workday.	basware
Engagement & Activity	<p>Optimize SAP Agreement</p> <p>Optimize Cloud Supplier Ariba</p> <p>M&S Optimization</p> <p>Baseline: \$1.1 M</p>	<p>Review Migration Options</p> <p>Optimize Current Deal</p> <p>Create Ideal User Licensing Structure and Volume</p> <p>Baseline: \$1.2 M</p>	<p>Optimize Potential Renewal Terms</p> <p>Reduce M&S Costs</p> <p>Design Optimal Support Terms</p> <p>Baseline: \$1.8 M</p>	<p>Benchmark Supplier Pricing</p> <p>Optimize Workday Deal</p> <p>Source/Negotiate 3rd Party Implementation</p> <p>Baseline: €1,690,735</p>	<p>Negotiate New Multi-year Agreement</p> <p>Optimize Pricing and Terms</p> <p>Maximize Terms to Protect Future Risk</p> <p>Baseline: €880 k</p>
Optimizations	<p>Analyzed and Reviewed Agreements and Documentation for Optimizations</p> <p>Secured Market Leading Pricing Benchmarks</p> <p>Significantly Reduced Cost for M&S and Reliance on SAP Alone</p> <p>Additional Price Increase Protections Secured</p>	<p>Multiple Options Negotiated</p> <p>Secured Staggered Deployment Terms to Save Time and Budget</p> <p>Reduced Annual Contract Value with Added Benefits and Cost Concessions</p> <p>Optimal User Deployment Caputred and Secured via New Agreement</p>	<p>Secured Savings on Previous Months Spend</p> <p>Added Bespoke Service Terms for Enhanced Support</p> <p>Built-In Automatic Reviews of Current Hardware Not Previously Included</p> <p>Ongoing Rebates Commensurate with Spend</p> <p>Added Support Services at No Added Costs</p>	<p>Custom Payment Terms</p> <p>Favorable Renewal Cost Basis</p> <p>Non-Standard Module Usage Cost</p> <p>Module Usage Management Tables</p> <p>Milestone Payments</p>	<p>Realized Significant Concessions</p> <p>Negotiated Several Price Caps to Mitigate Risk</p> <p>Incremental Discounts for Added Modules</p> <p>Reduction of Fees Associated with Exceeding Contracted Quantities</p>
Financial Results	<p>Gross Savings: \$477k</p> <p>ROI: 510%</p>	<p>Gross Savings: \$310k</p> <p>ROI: 403%</p>	<p>Gross Savings: \$1.1 M</p> <p>ROI: 472%</p>	<p>Gross Savings: €723,000</p> <p>ROI: 555%</p>	<p>Gross Savings: €214k</p> <p>ROI: 492%</p>

