

Introducing: NET(net) Pricing Benchmark Reports (PBRs)

For: General Atlantic & Portfolio Companies

Powered by WIN(win)TM

Enabled by NET(net)'s Federated Market Intelligence (FMI)

Americas, EMEA, APAC

netnetweb.com

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NET(net) Pricing Benchmark Reports (PBRs)

NET(net) Pricing Benchmark Reports (PBRs):

Leverages NET(net)'s Federated Market Intelligence (FMI) data on pricing terms, as well as Subject Matter Expertise with specific commentary for the following IT categories:

- Enterprise Hardware
- Enterprise Software
- SaaS
- Cloud
- Services
- BPO / IT Outsourcing

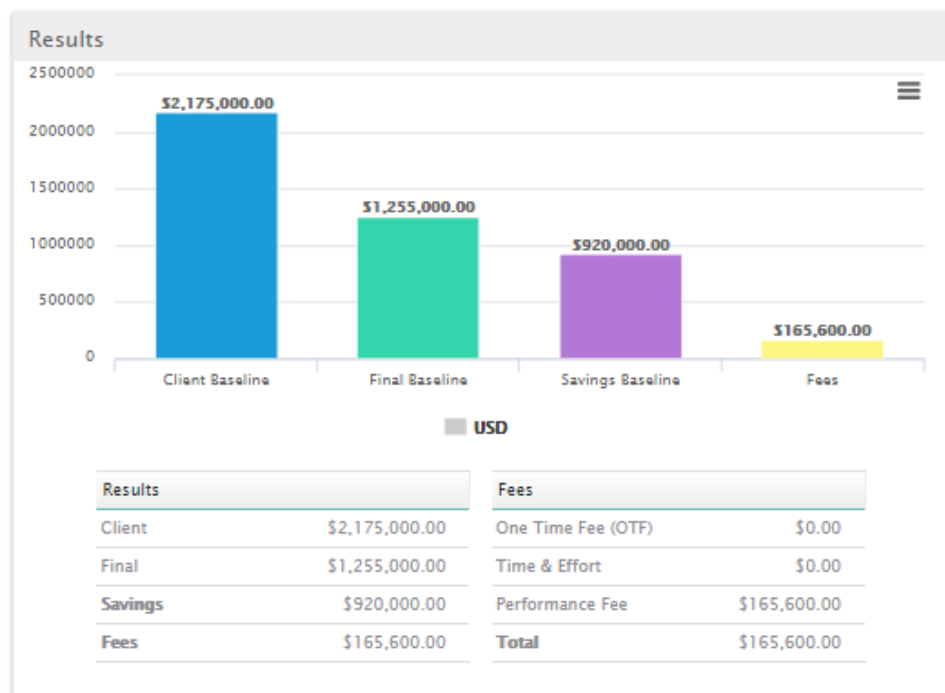
Recommended
For:

- Imminent (new or existing) IT Deals with contract values of less than \$300k/annum
 - Others can be reviewed on a case by case basis
- Benchmarking price in cases where you may do your own supplier negotiations
 - PBR's come with optional NET(net) *Get Value* Services
- NET(net) Analyst Pricing Commentary
 - Cost Optimization, Configuration/BOM Review

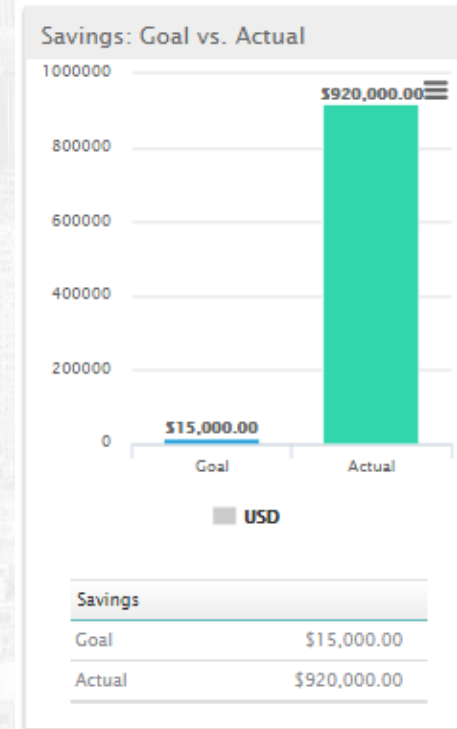
Detailed Metrics Across All Results

Clear, Concise, Shareable → Actionable

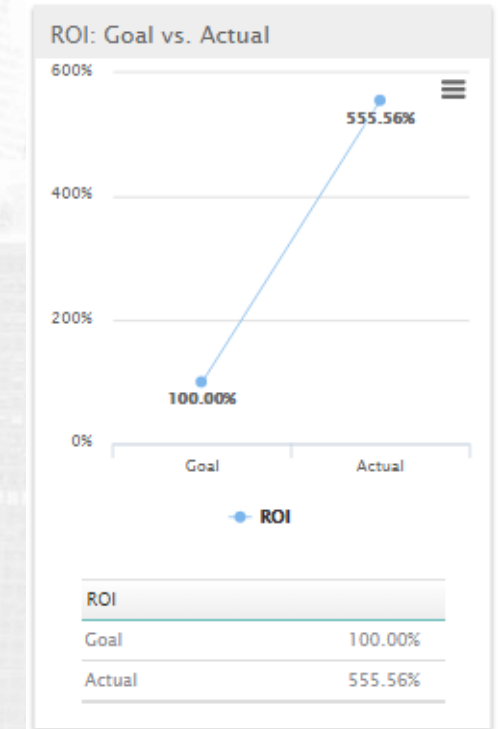
Total Results Quantified? ☒



Savings Goal Met? ☒

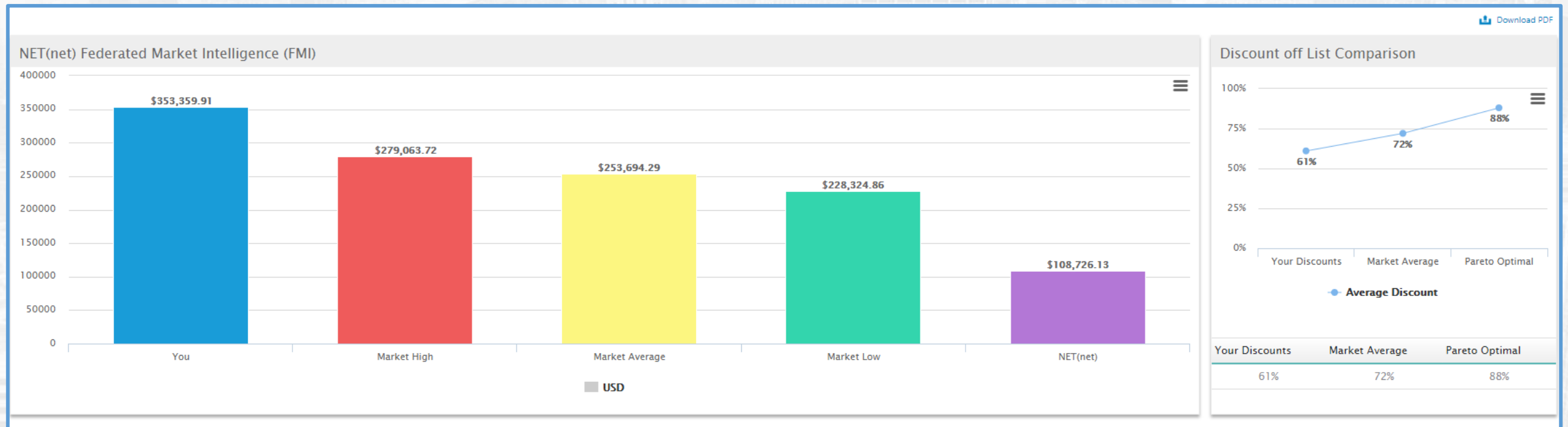


ROI Achieved? ☒



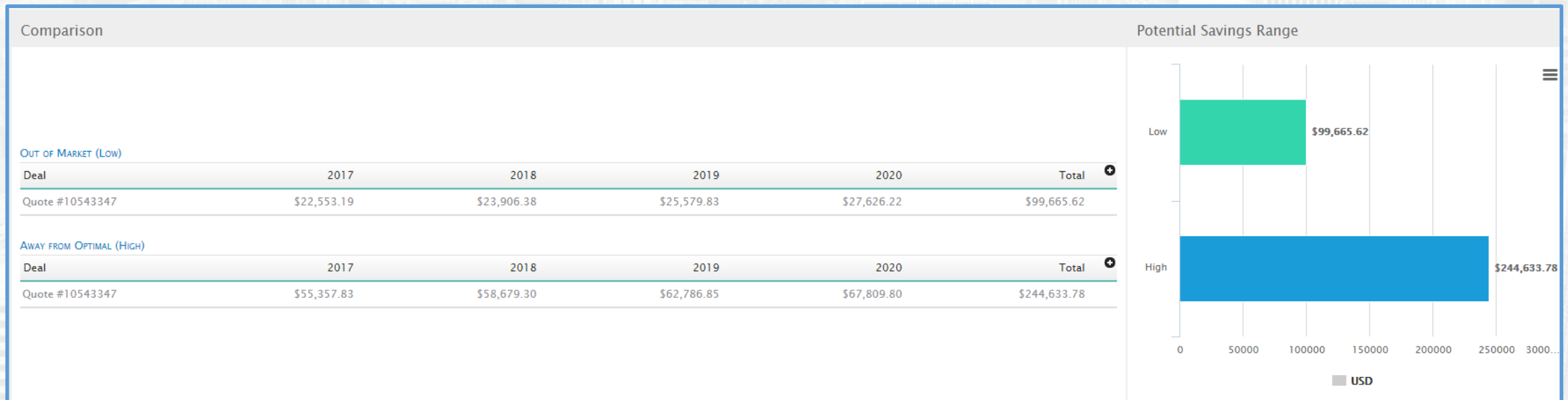
Sample WIN(win)™ Benchmark Report Extract

Immediate answers to what the market is spending compared to your investment and more importantly, what you *should* be spending....



Sample WIN(win)TM Benchmark Report Extract

- Compare the offer against the market with both low and high average costs the normal market pays for this solution
- Enables you to make intelligent decisions about your offer and where it fits in the range of “acceptable” deals.
- Consideration of costs not only on current year’s quote, but also factoring any increases in over the term.



Engagement Model Options

Ad Hoc

\$7.5k/Report

- ✓ Data Collection / Analyst Context Call
 - Client loads Quote + any supporting documents
 - WIN(win) is vehicle (quote in, report out)
 - Baseline Defined & Agreed
- ✓ Delivery of Benchmark Report (3 Business day SLA)
 - Sign in via WIN(win)™ to take delivery of report
- ✓ Report Review call with Analyst
- ✓ Optional add-on Post Report Support: **\$250/hr + 20% Performance Fees based on savings achieved by NET(net)**

Subscription

\$7.5k/monthly fee for 12 month term

- ✓ Up to 15 reports / subscription year
- ✓ Data Collection / Analyst Context Call (same)
- ✓ Delivery of Benchmark Report (3 Business day SLA)
 - Sign in via WIN(win)™ to take delivery of report
- ✓ Report Review call with Analyst
- ✓ Optional add-on Post Report Support: **\$250/hr + 20% Performance Fees based on savings achieved by NET(net)**

Disclaimer: Not all PBR reviews will yield saving opportunities and there is no guarantee that you will achieve the optimal benchmark pricing that we provide in the report. However, the PBR report fee is non-cancelable, regardless of your team's ability to achieve the outcome of the vendor negotiation.

Report Review: Analyst Call

Once the final PBR is delivered, an analyst call will be scheduled to review:

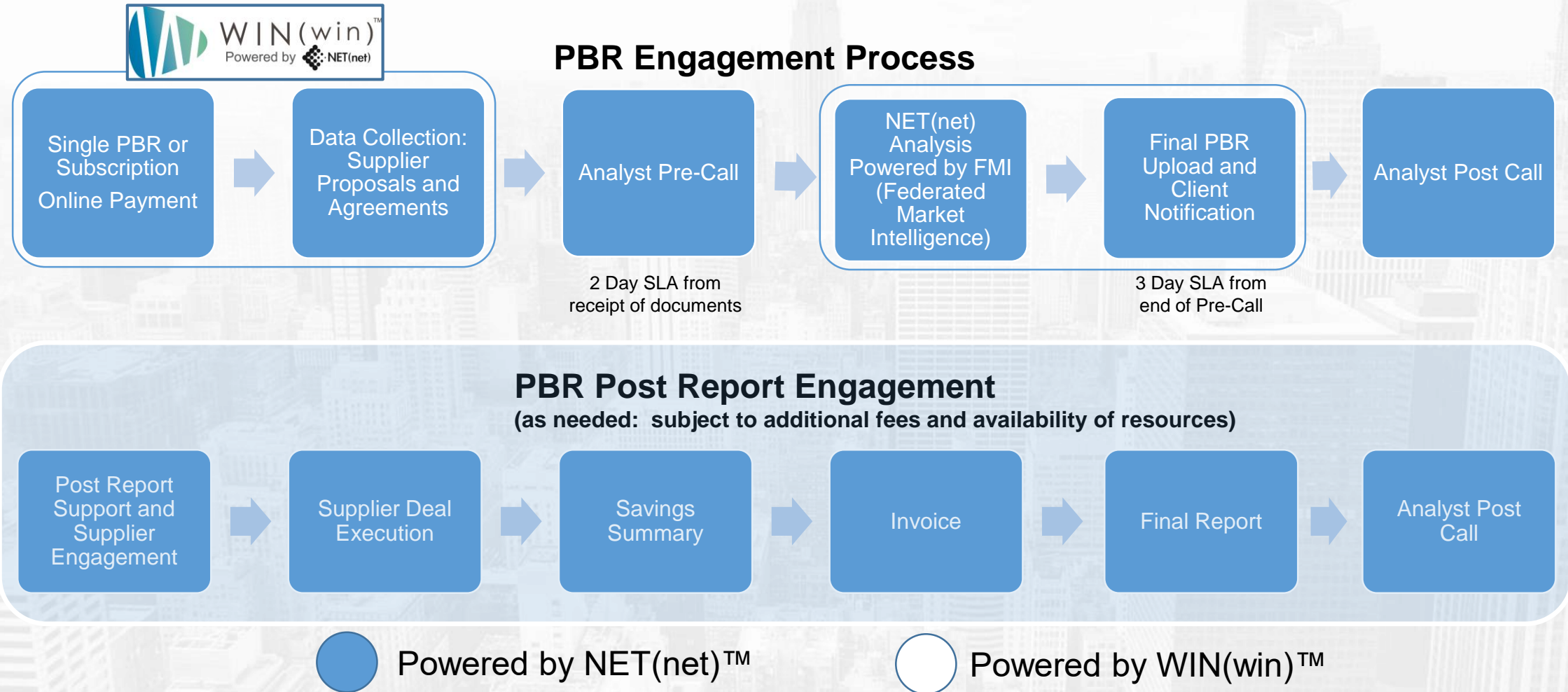
- PBR Results
 - Answer any and all questions
 - Explain the results: Your pricing vs. Market High, Market Low, Market Average and NET(net) Pricing
 - Provide context for analyst commentary from report
- Advice
 - Reasonable next steps with supplier
 - Recommended course of action

Optional Post Report Services

After the core PBR report is delivered and reviewed, additional Services such as Advisory Calls for iterative offer reviews, or direct NET(net) negotiation assistance with the supplier is available. This additional support is optional and subject to additional fees.

- Once the PBR report briefing is delivered, then the initial scope is satisfied.
- To request add on services you do not need to execute any SOW, only administrative step is to Opt-In.
- In PBR presentation and debrief call, the NET(net) analyst will review this option for additional support and can then opt-in / opt-out (Client's discretion).
- Note for complex deals, NET(net) may make recommend that these add-on services are needed to achieve optimal savings.
- Please note that any add-on Optimization and Negotiation Services post-PBR are subject to availability of NET(net) resources. Alert NET(net) as early as possible, and we will make efforts to accommodate you.

Price Benchmark Report (PBR) Process



Post PBR Engagement Services

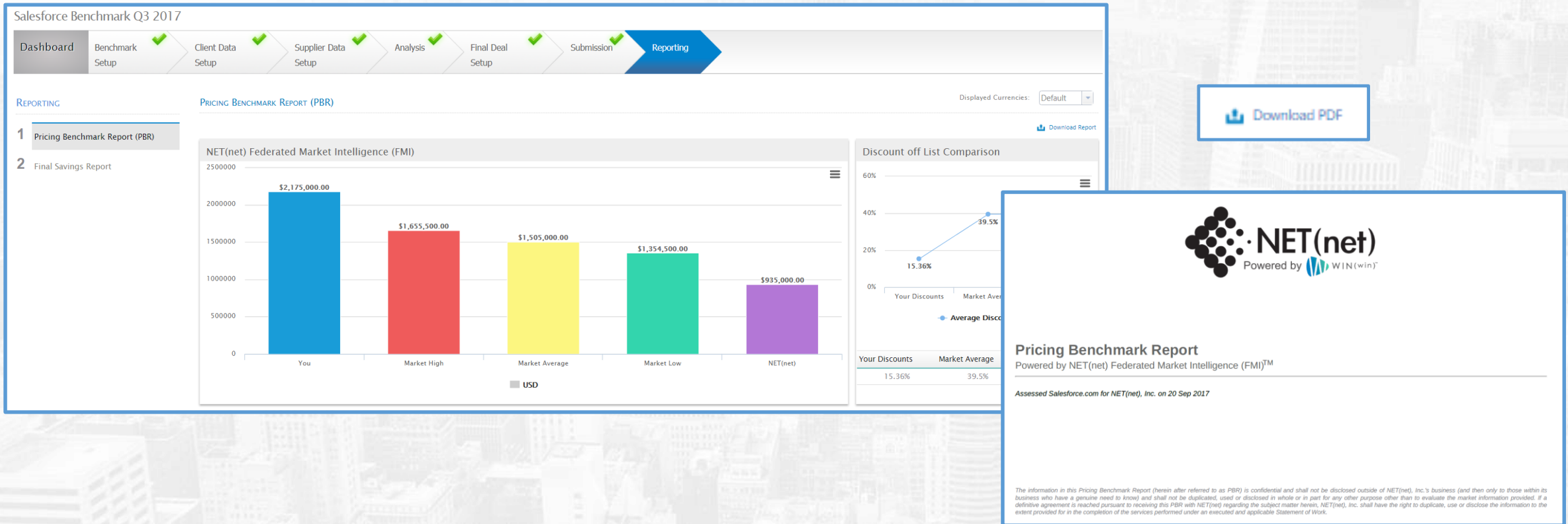
- If you use NET(net) to support you after the PBR is delivered, then additional deliverables are provided.
- Similar to any optimization and negotiation process, we will support you and provide optimization and negotiation services.

Like a “normal” full-scope Optimization and Negotiation project you will receive:

1. Contract reviews (terms, recommended changes, etc.)
2. Proposal assessment and revision reviews
3. Baseline-to-Revised offer comparisons, including BOM changes
4. Final Deal Analysis
5. Savings Summary
6. Final Report

Final Report

Can be viewed online in WIN(win) or downloaded to PDF:



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Getting Started

1. Use the dedicated General Atlantic link:
 - If you do not have one – sign up
 - Sign in or Sign Up to WIN(win)
 - NDA included in click-through
 - From WIN(win) Dashboard, click 'Benchmarks'
2. Choose Subscription Option
 - Ad Hoc (1 Benchmark)
 - Subscription (15 Benchmarks/year)
3. Enter Billing Details
 - Credit Card, ACH and Invoicing options
4. Click 'Submit'

SETUP YOUR ACCOUNT

FIRST NAME *

LAST NAME *

COMPANY NAME * Search to see if your company is already in the system. Did you find your company? ☐ Yes ☐ No

PRIMARY SYSTEM ROLE * ☒ Buyer - I am involved with managing supplier contracts and agreements and/or acquiring supplier products and services to meet company requirements.

Benchmarks

Step 1 - Select a Subscription

	Ad Hoc	Subscription
Fees:		
Monthly Service Fee (MSF)	n/a	\$5,000
One Time Fee (OTF)	\$5,000	n/a
Gain Share Rate	18%	18%
Hourly Charges	\$250	\$250

Submit

Questions or Login Help Needed?

Primary NET(net) Contact:

Eric Osterloh: Email: eosterloh@netnetweb.com or Call: 616-928-1698

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