

Thomas H. Lee Partners
est. 1974

NET(net) Results

Americas, EMEA, APAC
netnetweb.com

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Who is NET(net)?

We are Dealmakers (Brokers)

- Specialize in Commercial and Contractual Negotiations
- Focus on Performance Management of the Technology Supply Chain

Category Experts in IT Optimization

- Full Service IT Provider (What, How, and Do) and Tactical » Strategic
- Help Clients Save 33% on Average Savings
- Detailed Federated Market Intelligence (FMI) on over 8,500 Suppliers

Run as a Technology Enabled Business Process-as-a-Service

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

Offer Frictionless Business Model

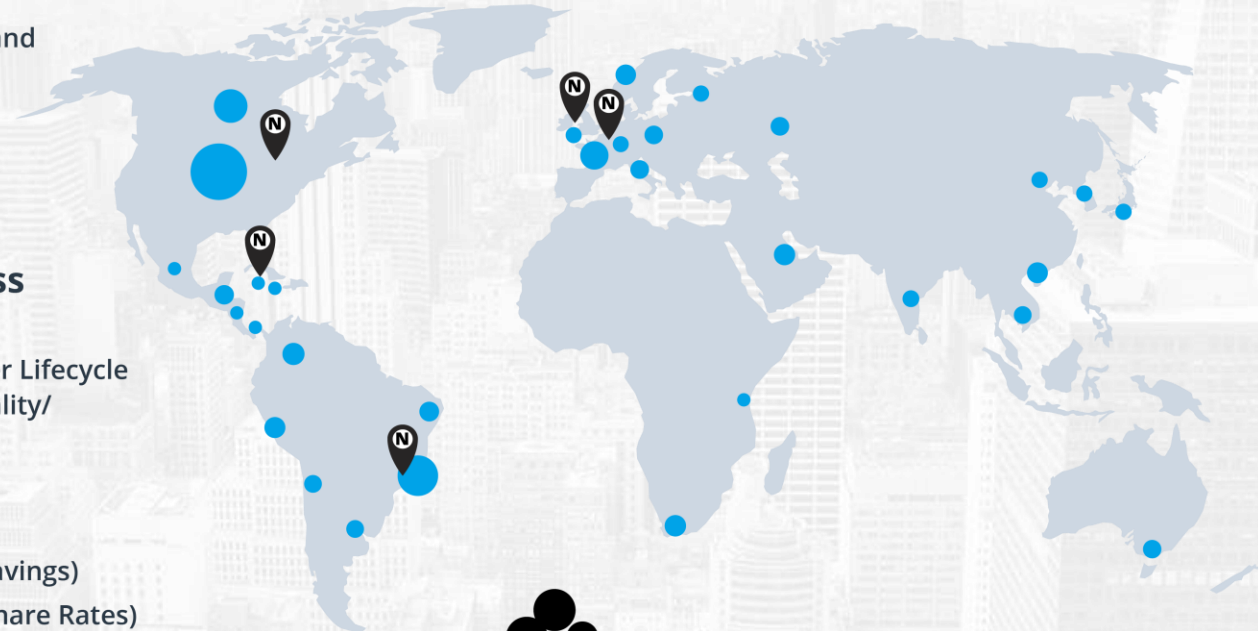
- Heavy PERFORMANCE Focus (Cover Fees in Savings)
- Gain Share for Shared Rewards (Small Gain Share Rates)



Leadership Team:

Steven Zolman, Founder and Chairman
Kellsey Le, President and CEO

Michael Welsh, SVP Value Creation
Tjeerd Edelman, SVP Professional Services

Global Company with Clients in the Americas, EMEA, and Asia-Pac with Offices in Five Countries



 NET(net) Offices
 Client Concentration

SME's Avg. 25+ Years of Experience Each

Founded in 2002

100% Client Advocacy

\$250B of Resulting Client Value Captured Since 2002

2,500+ Global Clients

\$0 Taken from Technology Suppliers

25k Field Engagements



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InVentiv & INC Merger: Oracle

- Single enterprise metric based upon Enterprise Employees for key applications
- Headroom in terms of the anticipated number of steady state employees
- Transition period of two (2) years to migrate to the common license set
- Perpetual price hold for core applications
- No audit clause for 24 months

Net Savings Results: \$32,566,991

Syneos Health: Data Hosting

- Delayed Oracle to May enabling further due diligence
- Introduced alternative suppliers, including eventual choice, Data Intensity as comparison to Oracle
- Through vetting process, many flaws in Oracle offering(s) surfaced
- Favorable pricing and terms negotiated with Data Intensity

Net Savings Results: \$3,410,739



Microsoft

- Extended 3-year EA to 4-year EA with Ch. 11 credit restrictions
- Separated into 3 tenants: iHeart, iHeart UK, and Clear Channel Outdoor America
- Analyzed and optimized BOM (bill of materials) and CAL (client access licenses) for future use in renewals

Net Savings Results: \$602,518