

Engagement Approach and Deliverables



1. Identify

- Collect pertinent information regarding Client's 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



4. Manage

- Optional: Keep Value Services for ongoing Supplier Performance Management Services:
 - » Long-term Supplier management - manage the Supplier agreement, investment, & relationship
- » Identify and retain negotiated value, via minimizing unplanned costs while maximizing Value
- » Maintain and enhance the value of the agreement, the investment, and the relationship existing between Client and its Supplier(s)
- » WIN(win)[™] platform access
 - ❑ Performance Management
 - ❑ Strategic Sourcing
 - ❑ Supplier Portal

Final Report

- Periodic Project Status Reporting
- Client Business Value Assessment
- Findings and Recommendations
- Strategic Negotiations Platform

