

## ○ WHO WE ARE

NET(net) is a Global IT Investment Optimization firm that helps Find, Get and Keep Value in their technology supply chain. To learn more about NET(net) please visit: [netnetweb.com](http://netnetweb.com)

## ○ HOW DO WE HELP?

### **Lower Costs:**

Our 14 years of Federated Market Intelligence proven negotiation and optimization models have captured \$200 billion of incremental value since 2002.

### **Quality and Value Improvements:**

Often times, forced financial pressures lead to reduced quality of deployments. We help clients evaluate the architecture and technology required to solve *their* unique business challenge, leading to significant cost savings and strategic improvements.

### **Mitigation of Risks:**

A properly structured contractual agreement can prevent much of the risk associated with software licensing, hardware, support and services.

### **Strengthened agreements:**

Often times, forced financial pressures lead to reduced quality of deployments. We help clients evaluate the architecture and technology required to solve *their* unique business challenge, leading to significant cost savings and strategic improvements.

“Virgin Care engaged NET(net) to review and assist us by leading the negotiations with one of our most strategic suppliers, constituting a projected five year spend of well over £7m. The NET(net) subject matter experts were able to dive in and find inconsistencies in the proposed terms, pricing and project plan that enabled us to drive considerably more business value and savings than had previously been identified. The results were impressive starting with a bottom line savings of over £1m over five years. Equally as impressive was the speed at which we were able to reach an agreed result. Additional services added around Time and Labour, Planning and Budgeting, and additional test environments added significantly to our bottom line results in the engagement. To cap off these benefits, we were also able to mitigate our long term risk with improved pricing for future units which yields additional savings over the long term. In summary we were more than pleased with not only the results, but the professionalism and expertise of the NET(net) staff who was able to dissect a complex agreement, and remake it into an effective partnership model that will drive value for us over the next several years.”

– Parker Moss, Chief Technology and Transformation Officer, Virgin Care Limited



## ○ HOW ARE WE DIFFERENT?

- Deep subject matter expertise and optimization methodology with 250+ technology suppliers in multiple IT spend categories:

Enterprise Software  
IT Services  
SaaS / Cloud

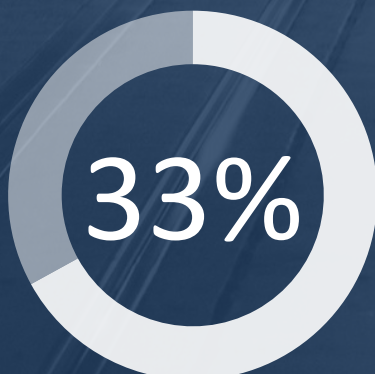
Infrastructure  
Outsourcing  
Telecommunications

- 100% client advocacy firm – we are supplier agnostic and take no money from technology suppliers.
- Ability to assist as an *at the table negotiator* or advise *behind the deal*.
- Proprietary SaaS platform, WIN(win), developed for clients by our Subject Matter Experts to enable best practices around Strategic Sourcing and Supplier Management, with exclusive access to NET(nets)'s Federated Market Intelligence.
- Flexible engagement models:

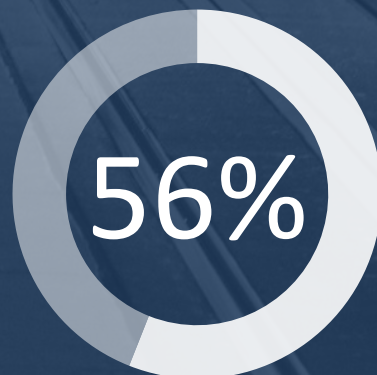
Shared Risk  
Fixed Fee

Pure Performance  
Managed Services

### AVERAGE SAVINGS PER ENGAGEMENT



### TOTAL VALUE GAIN OVER 3 YEARS



"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)." –Rob Webb, former CIO, Hilton Worldwide