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IT Contract Optimization

Reduce IT Supplier Risks and Curtail Technology Over-Spend

IT supplier contracts are celebrated with pricing concessions and initial discounts. However, many enterprises later discover that they are overpaying or gaining little to zero value from their vendor arrangements.

These vendor agreements are not customized or optimized for a company's specific environment, which results in excessive license and support fees. Companies need the proper internal processes and controls to continually inspect, refine, and renegotiate IT agreements once the initial contract is executed.

89% of companies expect their IT budgets to grow or remain steady in 2019. Without the right optimization and preparedness, organizations are at risk for supplier lock-in and significant overspending, whether on-premise or in the cloud. This not only increases the dollars required to run your company, but also depletes the funds needed to grow your company.

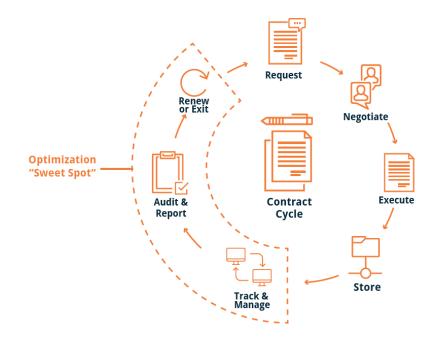**IT Contract Risk Assessments**

Software Baselining and Reporting

Support Reduction Program

IT Vendor Negotiation Support

A Proven Methodology

In order to maximize value from each IT vendor relationship, it's essential to understand your pricing, licensing and audit risks associated with each agreement. Connor's expert team of consultants employs a proven approach to establish process best practices and optimize the software contract lifecycle.

Renew or Exit
Request
Negotiate
Execute
Contract Cycle
Store
Audit & Report
Optimization "Sweet Spot"
Track & Manage

Grow Your Enterprise & Optimize IT Vendor Costs

IT agreements need to be inventoried, inspected, and assessed to identify opportunities for supplier rationalization and cost optimization. As trivial as it may sound, IT vendor management and procurement teams do not have sufficient bandwidth to take a deeper look at existing contracts. Connor Consulting is the strategic solution to reducing vendor costs in an increasingly digital world. With the help of Connor, IT executives can take cost divots out of their vendor contracts, while simultaneously minimizing risk and the impact on operations.

Supplier Risk Matrices

Connor helps IT execs map the master agreements and unlimited license agreements (ULAs) to supporting addenda and exhibits.

Analyze Commercial Terms

We determine if there are opportunities to reduce spend immediately or in the near future, while assessing your technology agreements so you can uncover savings and digital funds for the enterprise.

Understand Your IT Vendor Landscape

License optimization may be feasible, but without knowing what's deployed, used, and what you own from a software & support perspective, it's an impossible goal to achieve. We keep your CIO and C-suite aligned and protect your IT innovation funds.

Connor Consulting has global teams with an average experience of 10+ years that specialize in contract and license compliance, software asset management and IT vendor optimization, IP royalty audits and 3rd party reviews.

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