

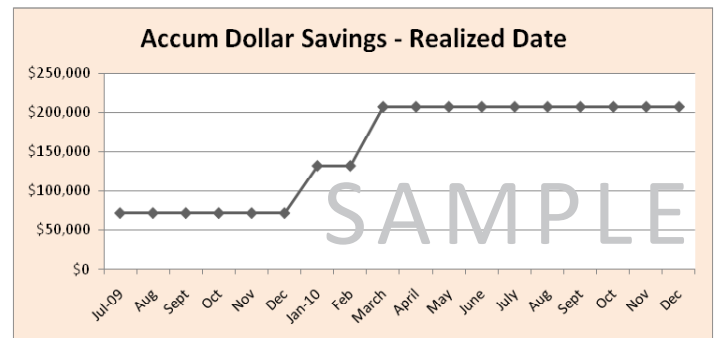
Contract Management Optimization

Realize dramatic cost savings

Today's uncertain economy has many organizations focused on controlling spending and improving operational performance. Zanett can help you achieve these objectives by ensuring that existing IT contracts are delivering on their intended value. Identifying and optimizing vendor and maintenance contract provisions can deliver significant, ongoing cost savings as well as improve operational performance.

Through Zanett's Contract Management Optimization program, we collaborate with your organization to achieve meaningful, sustainable cost reduction by:

- ▶ Negotiating vendor and maintenance contracts
- ▶ Ensuring Service Level Agreements are fair, measurable and enforceable
- ▶ Ensuring Terms and Conditions and Exit Clauses are favorable and include potentially important clauses
- ▶ Consolidating multiple contracts for the same support across multiple facilities or business areas
- ▶ Eliminating unused/installed product modules and user base licenses
- ▶ Reducing number of printers, faxes, scanners, copying machines through equipment rationalization
- ▶ Identifying asset and inventory consignment opportunities



Our Unique Approach



We employ our proven **REV™ methodology**, which creates alignment between your measurable business objectives and your Contract Management Optimization initiative. To maximize your cost savings and achieve a measurable ROI on your investment, we take the following measured steps:

1. Create value objectives for Contract Management Optimization initiative
2. Gather, compile and prioritize initial focus
3. Identify candidate contracts that meet financial objectives criteria
4. Perform Cost Reduction Analysis
5. Negotiate new contracts
6. Identify and charter asset consolidation initiatives