

SAM Insight Solutions From Siwel:

- Software Contract Consulting
- Audit Preparation
- Audit Response
- M & A Reporting
- Current State Analysis

Contact Our SAM Experts:

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Or visit us at:

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Software Contract Consulting

Reduce Your Software Expense Up To 25%

Negotiating an enterprise software contract or renewal has a major impact on your IT budget. Yet, most companies enter them with little visibility into existing market dynamics. Organizations must have insight into current licensing trends so you can understand the increasing complexity of license metrics, suites, bundles, re-packaging, maintenance, and the associated risks. When it comes to software contracts you won't find a more qualified partner than Siwel Consulting. We advise clients on dozens of software contract negotiations every year and deliver tens of millions of dollars in cost savings..

Level The Playing Field With Siwel

Because Siwel plays a critical role in so many negotiations we know the trends and tactics used by software vendors. By applying our knowledge and insight, we help clients negotiate better terms and conditions and maximize the return on their software investment. Our team has unparalleled experience — averaging over 15 years in direct negotiation of license agreements. From contract structure to license packaging and metrics, we leverage our experience to reduce your expense and maximize flexibility.

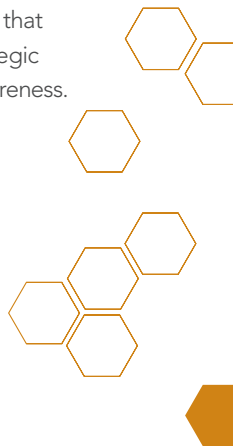
Software Asset Management From Siwel Consulting

Siwel helps companies realize true cost savings by using its experience and knowledge in Software Asset Management. Our Insight, Knowledge, and Implementation Solutions reduce costs by analyzing, strengthening, and building your SAM program.

Since 1998, Siwel has delivered SAM Outsourcing and Consulting Services for some of the largest corporations in the world. We manage over \$3 billion in clients' software through our SAM Outsourcing Services. As a result, Siwel has unparalleled experience and expertise in Software Asset Management. Whether we are engaged in a consulting capacity or providing complete outsourced services, Siwel will help you manage software assets more effectively and efficiently.

Comprehensive Solutions, Robust Capability

Each organization has different skills and competencies. So, Siwel offers flexible solutions that strengthen and augment your team's capabilities. The goal is to arm you with better strategic insight and software information so you can negotiate from a position of strength and awareness.



We Prepare Client For Negotiations With:

- IBM
- Microsoft
- Oracle
- Symantec
- CA
- HP
- Sterling Commerce

Siwel Facts:

- Comprehensive SAM Solutions
- SAM Outsource Services
- Manage \$3 billion+ in clients' software
- 10+ Years SAM Experience
- Founded in 1992

Our Services Include:

- Strategy Review - Siwel helps create a contract negotiation strategy. We'll use our experience and knowledge of the major software vendors to craft an informed, effective strategy. We'll review your business requirements and technology roadmap then correlate to vendor triggers. We'll help you position your firm for maximum leverage during negotiations.
- Portfolio Review & Reconciliation - Siwel analyzes your existing contract entitlements and license deployments. We perform reconciliation and deliver a True Up Report. All too often companies rely on vendor calculations and assumptions to determine license usage. It's a real world example of the cat guarding the hen house. Unfortunately, it also costs enterprises hundreds of millions of dollars a year. Siwel delivers an accurate analysis that has your best interests in mind. Using this as a baseline, you avoid the over-purchase of licenses and accurately determine maintenance costs
- Licensing Analysis - Software vendors continuously add complexity to licensing metrics. As a result, comparison to previous licensing terms is next to impossible. Siwel maintains a proprietary entitlement reconciliation database on metric changes to provide you with in-depth analysis and insight into shifting metrics. We'll advise you on the best way to capitalize on changes that benefit you and neutralize those which don't. You'll profit from more comprehensive insight to licensing metrics and reduce your expense by up to 25%.
- Contract Review - Throughout the negotiation phase, Siwel will continuously analyze contract revisions and report potential risks and benefits. We'll monitor and determine how the contract aligns with your business requirements and technology roadmap. We will determine and advise you on discount programs available for certain license types often omitted by the software publishers. Siwel helps you get optimum value, maximum flexibility, and a contract that is beneficial to your organization.

Siwel will customize the engagement to suit your requirements. We can structure an engagement that leverages all of these services or you can opt for a more modular approach. However you engage Siwel, our mission is to reduce your software expense while maximizing value and flexibility.

Insight Solutions From Siwel Consulting

Software Contract Consulting is just one of the SAM Insight Solutions from Siwel. Insight Solutions focus on analyzing your deployments, contracts, and procedures to give you better information on your software assets. With Insight Solutions, you can negotiate better software contracts, evaluate license deployment, and mitigate risks from non-compliance. We help clients bridge the software knowledge gap so they can better manage software resources.

