Strategic EA Renewal Negotiation

Private Sector Bank | Enterprise Agreement | Commercial Optimization | Cost Management

A $60.24M renewal proposal was managed down to $24.10M through strategic licensing negotiations

Customer Challenge

- The bank received a $60.24M Enterprise Agreement renewal proposal and needed to manage licensing costs without impacting business operations.

Our Solution

- Over a 90-day engagement, we reviewed software usage against licensing commitments and supported commercial negotiations to manage costs.

$36.14M
Cost Managed Down

$24.10M
Final Contract Value

90 Days
Engagement Duration

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