1. Deal Analysis Software: Global Bank Saves $20M

Background

A Global Fortune 100 Bank with operations in 85 countries, had initiated negotiations on renewal of enterprise software licensing agreement with a major vendor, encompassing over $200M worth of licenses across major applications and computing categories.
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**The Request**
The client's Global Sourcing Group required an objective IDC review and validation of the supplier proposal in order to ensure neutrality, independence and discipline on the new agreement.

**What was analyzed?**
- IDC's review and benchmarking analysis identified several areas where improvements in the agreement were possible.
- IDC's product usage analysis suggested optimal license deployment scenarios that would drive savings once implemented.

**What were the measurable results?**
Client implemented IDC recommendations to drive savings of over $20M over the course of the next three years.
2. US Based Hospital Network Nets $45M in Deal Improvement & Cost Reduction

**Background**

IDC’s client had initiated negotiations on the renewal of a large, integrated contract with a major IT supplier.

The Spend exceeds $100M per year including datacenter hardware, distributed server software and mainframe software.
The Request

- The client sought IDC for expertise in driving transparency and cost optimization within a large integrated IT purchasing contract.
- The client requested IDC's assistance assessing the industry competitiveness of the contract's offering and pricing.
- In particular, IDC was chosen for experience working companies that finance SW and HW assets.

What was analyzed?

- Benchmarking models identified several areas where price improvement was warranted.
- Software usage analysis suggested optimal license deployment scenarios that would drive savings once implemented.

What were the measurable results?

The client implemented IDC's recommendations, which resulted in savings of $45m+ over the course of three years.
For More Information

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