

TYPICAL DEAL REVIEW ANALYSIS SAMPLE

1) Client provides source material of deal (contracts, invoices, etc.)

ICD reviewed INVOICE 733378, which was summarized into columns A-J below. ICD added columns K-O, bringing in a comparison of the list to effective off list price. ICD had to include what determining the effective years covered for each SKU, as the invoice does not state an overall term covered, a DC handled this issue by creating an effective list "on list" based on how we interpret the years covered "Y" QTY". This is our interpretation and must be per client.

Using our assumptions above, we determined in ROW 1042 that NW received an overall 13% discount off list for HW-Maint. While this may mean us to believe that neither other provides a wide range of discounts, or our effective terms need to be reviewed. Note we left the list price, software maintenance also provide an 18% overall discount (ROW 1052), but again this is open to interpretation. Neither show any in some cases that even monthly terms are shown, for example to explain the difference in ROW 1047 from 1364, same SKU for different price. Your peers receive 15-45% off list on subscriptions. The early indication is that NW receives around 14% (ROWS 1050-1055), but we need more data.

Line #	Category	Item Number	Description	Unit	Qty	Unit Price	Total Price
10	HW - MAINT	HW-COR-COR	HW-COR-COR				
11	HW - MAINT	HW-COR-COR	HW-COR-COR				
23	HW - MAINT	HW-COR-COR	HW-COR-COR				
43	HW - MAINT	HW-COR-COR	HW-COR-COR				
53	HW - MAINT	HW-COR-COR	HW-COR-COR				
63	HW - MAINT	HW-COR-COR	HW-COR-COR				
73	HW - MAINT	HW-COR-COR	HW-COR-COR				
83	HW - MAINT	HW-COR-COR	HW-COR-COR				
93	HW - MAINT	HW-COR-COR	HW-COR-COR				
103	HW - MAINT	HW-COR-COR	HW-COR-COR				
113	HW - MAINT	HW-COR-COR	HW-COR-COR				
123	HW - MAINT	HW-COR-COR	HW-COR-COR				
133	HW - MAINT	HW-COR-COR	HW-COR-COR				
143	HW - MAINT	HW-COR-COR	HW-COR-COR				
153	HW - MAINT	HW-COR-COR	HW-COR-COR				
163	HW - MAINT	HW-COR-COR	HW-COR-COR				
173	HW - MAINT	HW-COR-COR	HW-COR-COR				
183	HW - MAINT	HW-COR-COR	HW-COR-COR				
193	HW - MAINT	HW-COR-COR	HW-COR-COR				
203	HW - MAINT	HW-COR-COR	HW-COR-COR				
213	HW - MAINT	HW-COR-COR	HW-COR-COR				
223	HW - MAINT	HW-COR-COR	HW-COR-COR				
233	HW - MAINT	HW-COR-COR	HW-COR-COR				
243	HW - MAINT	HW-COR-COR	HW-COR-COR				
253	HW - MAINT	HW-COR-COR	HW-COR-COR				
263	HW - MAINT	HW-COR-COR	HW-COR-COR				
273	HW - MAINT	HW-COR-COR	HW-COR-COR				
283	HW - MAINT	HW-COR-COR	HW-COR-COR				
293	HW - MAINT	HW-COR-COR	HW-COR-COR				
303	HW - MAINT	HW-COR-COR	HW-COR-COR				

2) IDC provides a detailed financial review of the deal - confirming quoting, pricing and discounts identifying discrepancies/

Juniper Analysis

- We reviewed a hardware and software support contract
- Forsythe's invoice did not specify an overall service term, however some SKUs appeared to quote out three years and others five years
- IDC estimated an effective years covered and list price for each SKU and determined your discounts off list
- HW-Maint – NW received an overall 13% discount off list, in line with the low-end range of your peer class.
- SW-Maint – NW received an overall 18% discount, also in the low-end range of your peer class

IDC Guidance – Have Forsythe declare the term coverage for each line item which may explain wide variation in discounts.

3) IDC provides specific guidance on pricing versus your peer group and recommended deal improvements