

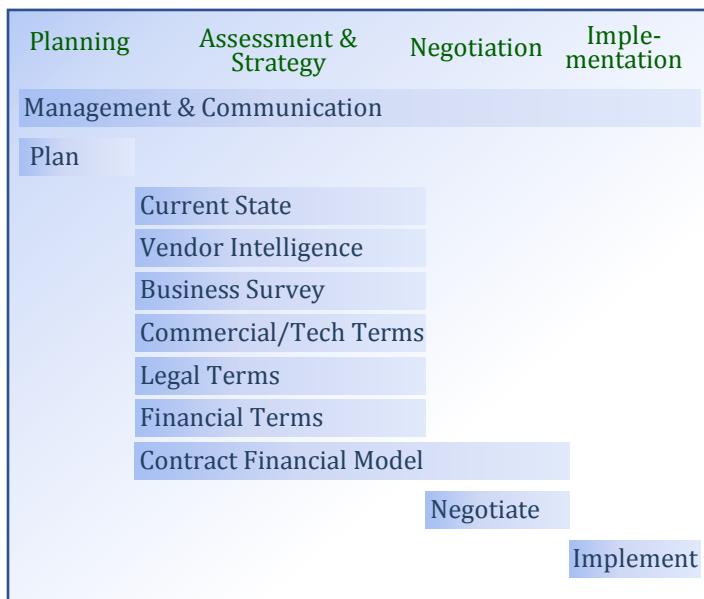
# handmarc

Providing expertise to organizations facing vendor management challenges.

## Vendor Management Services – Software Licensing

However well prepared your organization is, negotiating an enterprise license agreement (EA, EULA, ETLA, etc.) always take longer than you expect. Often, there's a tension arising from conflicting timeline incentives – expiration date, financial year, quarter end, and so on – that creates an additional layer of complexity which needs to be managed. Companies frequently struggle to free-up knowledgeable resources to negotiate new agreements when they are also needed for important projects and everyday operational duties.

Handmarc understands the importance of sound preparation including measuring the current state, understanding vendor license changes and incentives, assessing the impact of business plans, and mapping out negotiating positions. We can help you by managing the four phases of EA negotiation – Planning, Assessment & Strategy, Negotiation, and Implementation – across the many stakeholders, notably business, operations, financial, procurement, and legal teams. We will manage all communication between negotiation team participants and the vendor, and can take an advisory or lead negotiating role.



Managing a software license agreement negotiation is just one of a range of services Handmarc offers.

We can help with:

- Software Audit responses
- Structuring IT Managed Services agreements (ITSM)
- Overseeing the RFP/RFI/RFQ process
- Vendor Management strategy
- Software Licensing and Compliance
- SaaS and Cloud Service Contracts
- Assessing Supplier Risk

If you need assistance with your vendor management challenges call us today.