



eXceeding



Contract Renegotiation

ARE YOU PAYING TOO MUCH AND GETTING TOO LITTLE?
THEN IT MAY BE TIME TO RENEGOTIATE YOUR CONTRACT

Is your organisation suffering from long term, inflexible, one sided contracts, giving you limited access to up to date solutions?

Are you paying too much and getting too little?
Are you allowing your supplier's capabilities and performance to define your business or IT strategy and costs?

Then it may be time to renegotiate your contract

It is all too easy to let contracts just roll on, but your business will suffer if there are aspects of the supply contract that are no longer best for your needs. Agreements entered into in the past have tended to be rather rigid.

But you deserve to be able to take advantage of new, more cost effective services and technologies as they become available.

More and more businesses are renegotiating outsourcing agreements before expiration and eXceeding believes that both client and provider should see this as a fundamental element of their strategy.

There are always options available to improve on your current provider's agreement, on cost, performance or service - which they won't offer if you don't ask - but clients tell us that they do not have time or the knowledge.

We can provide the expert assistance you need to renegotiate that contract and open the door to improving key areas such as duration, delivery, management, solutions, technologies and cost.

Our consultants have negotiated thousands of agreements for a wide range of clients. So if you feel that you need assistance in any of these areas, you've found the right company to support you!



“ eXceeding's exposure and knowledge proved **highly valuable**, ...we would not hesitate to **recommend them to any organisation** ”
IT Director - Clarion Events

Free Consultation & Advice

To confidentially discuss your organisations' needs with one of our independent experts and to request your free no-obligation consultation, please contact us today.

www.exceeding.co.uk

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