

Strategic Sourcing and IT Optimization





Telwares delivers solutions that capitalize on nearly two decades of experience negotiating the economics behind enterprise networking and IT infrastructure deals.

We identify leverage for our clients and quickly take cost out of their businesses - with little disruption to existing technology or the network environment. In parallel, we evaluate next-generation technology options regardless of current commercial constructs or suppliers, adding to the leverage profile and market opportunity for clients.

Strategic Sourcing

Procurements in technology are growing more complex, with suppliers offering new solutions to the marketplace at a rapid pace. Combined with new approaches to engaging customers through technology, and the revenue impact these initiatives could have, the sourcing process must now be empowered to look beyond cost and consider broad strategic initiatives - balancing performance with risk in the context of emerging business objectives.

At any given point in time we are actively engaged in 40 or more sourcing events globally, giving Telwares and our clients extraordinary market presence, access to real-time best practices and leverage.

Adding to our value, Telwares maintains constructive working relationships with suppliers on a global, regional and local level, expediting results through access to supplier executives and decision makers. Telwares understands, respects, and uplifts the relationship between suppliers and clients, strengthening accountability and value after procurement activities have shifted to governance.

This experience, expertise and access differentiates Telwares through incremental, expedited results in terms of pricing, commercial terms, supplier accountability, and market flexibility.

Our capabilities span the lifecycle of competitive sourcing and negotiation processes:

- **Baseline analysis and identification of sourcing opportunities** across network and technology categories
- **Development of sourcing strategies** that include current and future state business objectives and technical roadmaps
- **Management of the end to end negotiation process** inclusive of
 - ✓ Baseline inventory and strategy development
 - ✓ Opportunity documentation and supplier communications
 - ✓ Response analysis
 - ✓ Supplier due diligence and selection
 - ✓ Award scenario, ROI and TCO analysis
 - ✓ Final contract negotiations

Supplier and Contract Management

Implementing supplier and contract performance solutions from Telwares allows your organization to quickly identify and capture market opportunities long term, and mitigates the risk that contracts, services and financial models may lose their value over time, post-procurement.

This loss could include valuable market leverage and flexibility that comes from regular due diligence on adherence to agreements, optimizing service delivery models, analyzing shifts in the marketplace, and aligning opportunities with broader sourcing and business objectives.

Our governance and management solutions enable your organization to leverage Telwares' market insight and resources on a sustained basis to provide:

- **A rigorous, proactive approach** to effectively manage underlying contracts and cost of ownership, contract alignment, terms, milestones and value
- **Optimization of technology and sourcing strategies** by leveraging market knowledge and overall business trends, ensuring the best long-term contract value and market position
- **Ongoing identification of sourcing and technology opportunities** from existing and new suppliers
- **Expedited dispute resolution** across contractual relationships
- **Advocacy for stewardship discussions** with key suppliers, improving and uplifting the customer - supplier relationship
- **Management of contractual commitments** by capturing and evaluating relevant information at the detail level

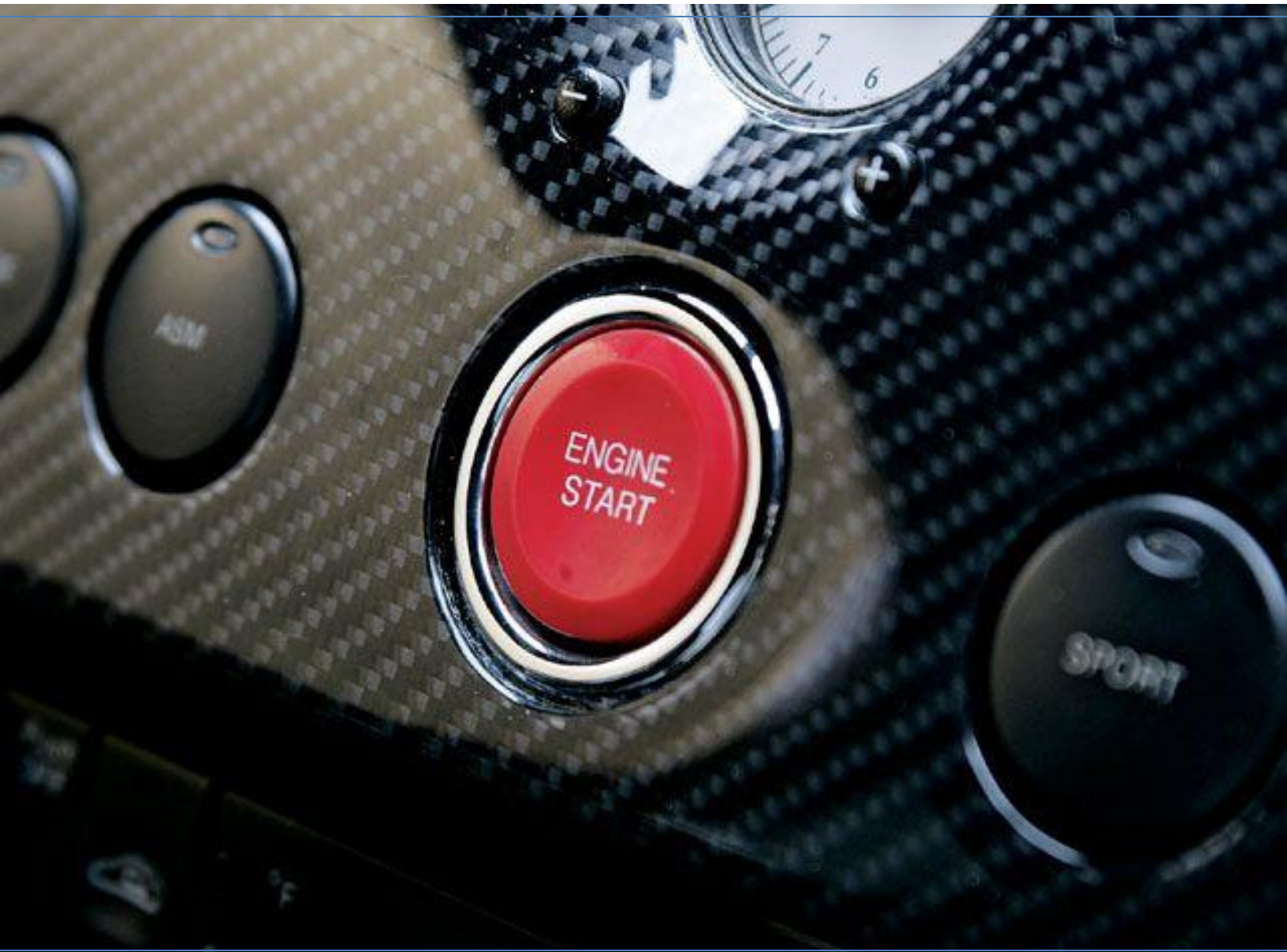
IT Transformation

Cloud computing and virtualization are now firmly embedded in the IT strategies of most organizations; some are evaluating more commoditized applications such as email, while others are exploring opportunities to exploit cloud services to drastically transform their IT service delivery model, including customer interactions.

While the economics and operational efficiencies are anecdotally compelling, both IT and procurement organizations will need to quickly solve for “grey areas” in the sourcing, implementation and management of these new service models, their suppliers and contractual requirements.

Telwares leverages our deep history and success in sourcing, technology, network infrastructure advisory, implementations, business case development and supplier management to help clients position for emerging solutions and services through:

- **Delivery of baseline TCO** for current and proposed applications and services, allowing for the development of a clear and compelling business case to support the go-forward strategy.
- **Supplier viability and solutions due diligence** to ensure emerging vendors can deliver services as promised over the life of the relationship.
- **Strategic sourcing and negotiation solutions** to empower procurement organizations with expertise in complex technical solutions, while ensuring the support of IT and business objectives.
- **Implementation and project management resources** to augment client teams to expedite deployments, adding real-time market and vertical insights, standardized methodologies and process management strategies.



Begin your journey today.

Accelerate your move to next-generation technologies with the strength of Telwares.



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