

IQ Client

A National Charity

Situation:

Our client was looking to replace an antiquated ERP/CRM system. They issued an RFP and underwent intensive scrutiny of 3 potential solution providers. The lead client executive negotiated 4 rounds of pricing concessions from the vendor, at which point the vendor finally declared 'we cannot do any better than this'. The client executive was ready to proceed to contract.

IQ Our Involvement

Deal IQ was retained after this "best and final offer" and engaged the vendor directly in a further negotiation.

IQ Result

With no change to the scope of the solution, we achieved an additional 23% savings on licensing fees and 18% on implementation fees in the span of 3 business days. The ERP solution was deployed on schedule and with planned functionality. Charitable dollars have been repurposed into other key initiatives.