

IQ Client

A \$25M Professional Services firm with over 80 employees serving the insurance/legal industry

Situation:

Our client was 2 years into a new ERP deployment for time & billing, and looking to expand functionality to include financials & CRM. The additional software licensing and implementation services had been rigorously scoped and priced. After 3 rounds of vendor negotiations, the lead client executive felt they had the vendor's "best and final offer" and brought it to the CEO for final approval.

IQ Our Involvement

Deal IQ was retained at this point and engaged the vendor directly in a further negotiation.

IQ Result

Over a 3-week period, and with no change in scope of the solution, the total investment was reduced by a further 32%. The Vendor has since completed their implementation successfully and on budget.