≡IDC

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IDC G-Cloud Service Definition for:

IDC Cloud Sourcing Advisory – Complex Deal Support

Company Overview

IDC is the premier global provider of market intelligence, advisory services, and events for the information technology, telecommunications, and consumer technology markets. With more than 1200 analysts worldwide, IDC offers global, regional, and local expertise on technology and industry opportunities and trends in over 110 countries.

IDC's analysis and insight helps IT professionals, business executives, and the investment community to make fact-based technology decisions and to achieve their key business objectives. Founded in 1964, with the UK subsidiary founded in 1969, IDC is a wholly owned subsidiary of International Data Group (IDG), the world's leading media, data and marketing services company.

Summary

Sourcing Advisory Service Complex Deal Support helps clients achieve optimal pricing and conditions in their individual very large contracts with IT suppliers, typically with the largest software vendors. This service provides iterative support over 8-10 weeks as the client's negotiations with the vendor progress.

Service Benefits:

- Achieve best in class pricing and conditions for your largest contracts
- Extends capabilities of your procurement and vendor management teams
- IDC offers *written deliverables* that allows clients to utilise IDC findings and recommendations in internal discussions and external vendor negotiations
- Use IDC as a sounding board for validation of your negotiation strategy
- IDC Clients have access to world's largest database of peer deals and usage data

Service Features:

- Review of vendor pricing documentation
- Written analysis and guidance on best-in-class pricing delivered within one week, based on pricing catalogs and peer deals from IDC database
- Ongoing support: weekly on-demand support via calls or email interactions with IDC pricing analysts to discuss:
    - o Vendor pricing and product portfolio
    - o Deal structure
    - o Licensing rules
    - o Credit/incentive programs
- Review of successive versions of the vendor quote
- Duration of support: 8-10 weeks

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