



# IDC Custom Analytics Practice Case Study Banking and Healthcare Contract Analysis

# 1. Deal Analysis Software: Global Bank Saves \$20M

## Background

A Global Fortune 100 Bank with operations in 85 countries, had initiated negotiations on renewal of enterprise software licensing agreement with a major vendor, encompassing over \$200M worth of licenses across major applications and computing categories.

# 1. Deal Analysis Software: Global Bank Saves \$20M on Software

## The Request

- The client's Global Sourcing Group required an objective IDC review and validation of the supplier proposal in order to ensure neutrality, independence and discipline on the new agreement.

## What was analyzed?

- IDC's review and benchmarking analysis identified several areas where improvements in the agreement were possible.
- IDC's product usage analysis suggested optimal license deployment scenarios that would drive savings once implemented.

## What were the Measurable Results (see following slides for more metrics)

- Client implemented IDC recommendations to drive savings of over \$20M over the course of the next three years.

## 2. US Based Hospital Network Nets \$45M in Deal Improvement & Cost Reduction

### Background

IDC's client had initiated negotiations on the renewal of a large, integrated contract with a major IT supplier. The Spend exceeds \$100M per year including datacenter hardware, distributed server software and mainframe software.

## 2. US Based Hospital Network Nets \$45M in Deal Improvement & Cost Reduction

### The Request

- The client sought IDC for expertise in driving transparency and cost optimization within a large integrated IT purchasing contract.
- The client requested IDC's assistance assessing the industry competitiveness of the contract's offering and pricing.
- In particular, IDC was chosen for experience working companies that finance SW and HW assets.

### What was analyzed?

- Benchmarking models identified several areas where price improvement was warranted.
- Software usage analysis suggested optimal license deployment scenarios that would drive savings once implemented.

### What were the Measurable Results (see following slides for more metrics)

- The client implemented IDC's recommendations, which resulted of savings of \$45m+ over the course of three years.