



Solution Brief: Software Contract Management

Soft-Aid consulting services help organizations effectively manage their software contracts, enabling them to minimize costs, mitigate risks and maximize benefits.

Soft-Aid's Contract Management services empower organizations to effectively manage software contracts at the three primary stages of the contract lifecycle:



- Negotiate new contracts
- Develop a program to manage contracts (Contract Management System)
- Review existing contracts

A Solution to Empower Your Business

You depend on software to run your business, and want to ensure your contracts for software are providing you with the best possible value.

A software contract with unfavorable terms can cost your organization more than necessary and yet fail to deliver the value that you expect.

Proactively managing existing software contracts enables you to avoid disruptions in service related to them. Effectively negotiating new contracts empowers you to obtain maximum value and avoid being bound by unfavorable terms.

Consider these important questions regarding your contracts.

▶ Are you certain that you are getting the most favorable possible terms on new software contracts?

▶ Can you quickly identify any potential legal risks to your organization in the software contracts you currently have in place?

▶ Are you certain that you are getting the best possible pricing on new software purchases?

▶ Do you have a system in place to centrally administer software contracts and track key dates?

▶ Are you incorporating industry-recognized best practices when negotiating new software contracts?

Soft-Aid In Your Corner

Soft-Aid's software contract management services can ensure that you obtain the most favorable possible terms on new software contracts and empower you to effectively administer those already in place.

▶ Obtain the best pricing for licenses, upgrade protection, and tech support on new contracts.

▶ Identify and minimize legal liabilities associated with licensing from a third party software publisher.

▶ Negotiate new software contracts utilizing industry-recognized best practices.

▶ Maximize contract benefits initially and for the long term.

▶ Reduce the ongoing costs of administering software contracts.

▶ Anticipate key action dates through automated notification.

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For More Information

Contact us for more information about the benefits of a Software Contract Management program through Soft-Aid.

We are available by email at info@aid.com or by phone at 781-569-0410. You can also visit our website at:

www.aid.com

Strategic Contract Consulting Services that Get Results

Soft-Aid's three phased approach to software contract management empowers organizations to take control of current contracts and to negotiate new ones from a position of strength.

Negotiate new contracts from a position of strength.

We review proposed contracts to identify favorable and unfavorable terms and conditions and suggest changes to work in your favor. In addition, we can assist with contract negotiations, either directly, or as a resource.

Develop a contract management program.

We can develop a contract management system that serves as a central point for managing contracts and associating them with purchases, software licenses, and hardware assets. This system will track contract terms, conditions, renewals, and other important contract information.

We ensure proper contract management by:

- ▶ Developing the right processes and procedures.
- ▶ Identifying the right roles and responsibilities.
- ▶ Training Staff.
- ▶ Implementing Tools.

Review your current contracts.

We provide an in-depth review of current contracts to identify financial or legal risks, terms that do not match generally accepted standards, and potential areas for improvement.

Employing knowledge of contract terms and conditions, we can recommend strategies to negotiate renewals and identify elements that are "critical", "important" and "nice to have."

Effective Contract Management Today

Take advantage of the Software Contract Management program as a one-time service, to obtain a current assessment and recommendations to manage your software contracts.

Outsourcing Contract Management

Soft-Aid can provide ongoing management of your software contracts. To learn more, ask us about our Contract Management Outsourcing services.

The Soft-Aid Advantage

Our team consists of former Contract Managers, IT Directors, and Software Licensing Specialists who bring deep understanding of software contracts based on years of experience.

We use refined tool sets, such as policy, process and procedure templates, to ensure contract management systems that are based on best practices.

We employ proven project management strategies to ensure projects are done on time, on budget and correctly.

We provide up-to-date and unbiased information about software publisher licensing models and contractual terms and conditions to help you understand your licensing options.

The logo for Soft-Aid features a stylized orange triangle pointing to the right, positioned above the company name "Soft-Aid" in a large, bold, black sans-serif font.

The Software Asset Management Specialists

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