



Bottom Line Consortium

# Improving Returns on Technology Investment

	The Challenge	Our Approach	Results Delivered
 <b>IT Cost Reduction</b>	Rising costs constrain financial resources. Agreements, true-ups, and renewals offer negotiation opportunities.	We utilize data science, paired with product license expertise to provide meaningful and actionable insights and options.	Savings of 20-40% are typical and BLC is paid on the results we deliver. Since 2009, we have saved clients >\$800M.
 <b>Advisory Services</b>	Strategic projects that position IT as a value-driving entity take time away from immediate and pressing priorities.	BLC brings extensive knowledge and broad experience to partner on strategy, benchmarking and key initiatives.	Deep-dive optimization, spend and utilization analyses yield clarity and control in dynamic environments.
 <b>IT Due Diligence</b>	IT represents a key component of target company value, potential and risk.	A multi-dimensional diligence assessment serves as the foundation for value-enhancing synergies and opportunities.	Assessments include IT footprint, strategy, processes, security, people, scalability and leverage to increase ROI.
 <b>Software Audit Defense</b>	Software compliance audits are disruptive, resource intensive, and can result in significant unplanned expense.	We do the heavy lifting to document audit scope, assess risk, defend findings and negotiate solutions.	BLC's acumen with product use rights and license terms delivers more favorable audit outcomes and reduced exposure.
 <b>Vendor Management Solutions</b>	Complex billing practices mask overcharges. A detailed review assures vendor compliance, best pricing and billing accuracy.	BLC reviews agreements, audits invoices, identifies billing errors and recovers refunds and credits.	Cost savings, tools for evaluating future invoices and productive supplier relationships are the outcomes of a vendor review.
 <b>Technology Asset Management</b>	Increasingly diverse IT environments require tight management of license entitlements and deployments.	TAM programs monitor and report utilization and asset ownership throughout the IT ecosystem.	Effective asset management reveals true costs and identifies operational efficiencies and alternatives.

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Leveraging data science to deliver insights that illuminate, inform decision making and drive action.