Legacy Contract Cleanup
Aligning current commitments to fund new solutions.

Third-party spend makes up most of your IT budget. Contractual spend commitments are often made when the crystal ball is not crystal clear. If you are like most organizations, you are paying for products or services you never received or no longer need. Getting this money back will help you fund your new solutions or much needed digital transformation.

In the ideal world, all your contracts are consumption-based and flexible, but we don't live in the ideal world. In most organizations your limited resources are focused on implementing the next new thing, yet no one is focused on cleaning up the old contracts. It is difficult to ask a vendor to forgive your commitments when you are also telling them that they may not be part of your strategic future.
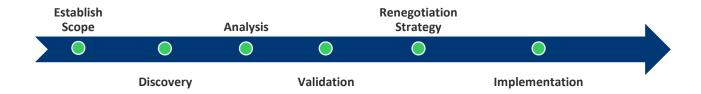
Swingtide deals with these vendors every day on behalf of many clients. We specialize in cleaning up old deals. We bring leverage and expertise a single organization cannot provide alone.

You need Swingtide's Legacy Contract Cleanup if:

- Your current contract commitments don't match your current needs.
- The vendor didn't deliver what was originally contracted.
- A new enterprise solution (such as an ERP or EMR) is replacing legacy point solutions and the business case is based, in part, on current cost elimination (that aligns with the implementation schedule).
- You want to digitally transform your organization and your legacy relationships need to change or be phased out.
- You hear phrases such as: "are we still using this," "did that just auto-renew again," "why are we paying for x if we only need y," "can't we just access the data instead of buy the whole system," etc.

Swingtide's Legacy Contract Clean-up process can be applied to a single relationship, spend category, group of relationships, or contract portfolio. It can be done independently or part of an overall contract portfolio optimization (which may occur when centralizing, reducing costs, integrating acquisitions, or right-sizing from divestitures).

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The Swingtide Legacy Contract Clean-up Process:

Establish Scope **Analysis** **Renegotiation Strategy**

Discovery **Validation** **Implementation**

1. Together, we **Establish Scope** — specific relationship, third parties impacted by new solution, spend category, or contract portfolio.
2. **Discovery** includes collecting existing information from you or the vendor, such as current contracts, invoices, issues, operational reports (e.g., SLAs), asset lists, users, along with roadmaps, future requirements, and replacement solution implementation plans.
3. We perform the **Analysis** on the data collected to determine if any credits may be owed from past performance or billings (to increase leverage) and determine what is required going forward based on counts, user types, roadmaps, and replacement solution implementation plans.
4. We obtain **Validation** of the findings from key resources on your team along with information on key vendor relationships.
5. Based on what has been validated, we prepare a recommended **Renegotiation Strategy** for your review and approval. This includes next steps, roles, and rationale.
6. **Implementation** completes the agreed steps from the strategy.

About Swingtide:

Swingtide helps clients with technology business issues. Swingtide's financial, sourcing, and technical consultants address challenges from options analysis to RFP development, negotiation, mid-deal corrections, disputes, bill audits, and terminations. Swingtide helps with the complete life cycle of vendor relationships (CVLM) and the processes you need to successfully manage these relationships. Swingtide also helps with IT Finance functions such as service catalogs and chargeback, complex business cases, and benefit realization. Swingtide offers large and small project support, staff augmentation, and business process outsourcing of CVLM and IT Finance functions.

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