

An aerial, high-angle photograph of a dense city skyline, likely New York City, with numerous skyscrapers and buildings. The image is dark and serves as a background for the main title.

REAL-TIME BENCHMARKING SERVICES

Who's it for?

Clients seeking to acquire a new software or hardware solution.

When would I need this service?

At the outset of the relationship with a new vendor.

Why?

The point at which a client retains the services of a new vendor is a high-risk milestone. Many vendors implement recurring annual fees tied to the initial purchase price of a product or service. If the initial purchase price is high, the client risks continuing to over-pay for several years to come.

How does it work?

Once the client has found a vendor (or several vendors) that they wish to work with, Deal IQ conducts an initial intake call to learn more about the key commercial terms that are being sought in the agreement. Questions include which specific services are being purchased, how many user licenses are required, and which factors the client wishes to learn more about through the benchmarking process. Utilizing a real-time pricing database, and discussion with a team of experts, Deal IQ will provide the client with 3-5 relevant benchmarks (per SKU). These benchmarks will include recent vendor transactions in similar-sized client organizations / geographies. This work is conducted on a fixed-fee basis.

What's the strategy?

Real-Time Benchmarking services combine the information from Deal IQ's current database along with our network of executives in the vendor community to provide access to current pricing and discounting levels. Utilizing the market pricing knowledge and specific details about the vendor, Deal IQ's written Benchmarking Report allows the client to make an informed decision about their purchase.

How long does it take?

Though the timeline varies based on the complexity of the purchase and the number of vendors under examination, Deal IQ's Real-Time Benchmarking services usually take 2 to 8 business days from intake to completion.



LEARN MORE:

To learn more about how your organization can benefit from Real-Time Benchmarking, contact our team today at **1 (877) 272-8240** or visit us online at www.dealiqinc.com