

ERP SOLUTION DELIVERS INCREDIBLE SAVINGS FOR FORENSIC ENGINEERING FIRM

Forensic engineering firm
receives significant further
reduction on best-and-final

With a team of over 60 engineers, scientists, and experts working across 13 different practice areas, this forensic engineering firm has built a reputation for their thorough approach to forensic investigations. To assist in their meticulous execution of work, the team required additional functionality for their time and materials management, as well as financials and CRM. But when their chosen vendor's best-and-final offer came in too high, Deal IQ was asked to assist in the negotiation process.



SOLUTION:

Negotiation experts take the lead
to deliver impressive savings



STRATEGY

Following a nearly year-long internal negotiation process with their chosen vendor, the client had been presented with a 5-year deal and a quick timeline for sign-off. After gaining an in-depth understanding of the needs at stake, Deal IQ entered the negotiation process and, leveraging their expert insider knowledge about the selected vendor, began speaking directly with them. Renewed competition and a more practical timeline were strategically introduced to the negotiation, applying appropriate pressure on the vendor to enhance their offer.



PROCESS

Deal IQ recommended that the forensic engineering firm remain radio silent during the negotiation process, and the Deal IQ team informed the vendor that the current deal was off the table and that other vendors were being encouraged to submit proposals. Deal IQ did not respond to the timeline demand and, instead, extended the negotiation an additional month in order to manage the negotiation process appropriately for the best final offer. When the vendor came back with another offer that remained too high, Deal IQ communicated that the number would need to be reduced if the vendor wanted to keep the business.



RESULTS

Final agreement saves hundreds of thousands of dollars

Within the new timeline, and under renewed scrutiny, the vendor reduced their best and final, resulting in a \$500k savings for the client. The negotiation took under 4 weeks to complete, and the launch of the new ERP system resulted in a more streamlined approach to business growth, financial planning, and customer management for this successful forensic engineering firm.