

“The Mpower Group’s focus was never on the lowest price, but rather on the lowest cost of ownership with absolutely no compromise in quality. In a very compressed time frame they delivered excellent results.” - Ray Frawley, Vice President, McDonald’s Corporation



MAXIMIZING DEAL VALUE: MANAGE GAME-CHANGING TRANSACTIONS FOR SUCCESS

SOLUTION OVERVIEW

For large or complex transactions reaching a signed contract isn't the end. It's often just the beginning. These game-changing transactions impact multiple groups across an enterprise and require careful planning [and change management] to maximize full value. Internal and external risks must be identified, mitigated and factored into the Total Cost of Ownership (TCO) of the item or service: Conflicting stakeholder interests can derail months of preparation, while terms that pressure vendors too hard can cause supply chain risk. Often, companies just do not have the necessary resources or experience to manage the complex negotiation and implementation processes.

While many firms can negotiate the lowest price during a negotiation process, The MPower Group believes taking a holistic approach to complex negotiations – focusing on the negotiation and implementation process, and TCO– is the best way to manage big transactions and extract the most value from this unique category.

Maximizing Deal Value refers to the unique set of capabilities we offer to clients undertaking a large or complex transaction. In addition to being negotiation experts, we use our exclusive suite of tools, templates, and processes to facilitate a broad view of each vendor transaction across its entire lifecycle.

THE MPOWERED WAY

PROVEN METHODOLOGY: Our delivery resources have successfully completed dozens of these transactions. We leverage this experience to map out targeted strategies centered on achieving game-changing results.

ENVIRONMENTAL SCAN AND DISCOVERY: We identify all key stakeholders and ensure the decision process will be smooth, supported, and implemented by each of them.

COMPREHENSIVE RISK MANAGEMENT: Our team of Risk Experts ensure that all contract and supply chain risks are identified and documented, the potential impact is understood, and a mitigation strategy is incorporated as part of the vendor evaluation process.

KEY VALUE EXTRACTORS: By focusing on a long term, sustainable relationship and Total Cost of Ownership, we ensure maximum value while limiting undue risk.

VALUE EXPECTATIONS:

- > Identify and manage the risks associated with large, complex transactions
- > Optimize the Total Cost of Ownership – not just secure the lowest price
- > Create an efficient decision-making process to encourage adoption of the agenda by key stakeholders and groups, and ensure negotiations focus on best interest of enterprise
- > Facilitate smooth transitions from deal negotiation to implementation

