

## Mitigo Partners Products FAQ

### 1. What is VendorVision™?

**VendorVision™** is a collection of tools designed to improve savings and business terms on enterprise software deals. It contains in-depth vendor perspective on 50+ of the most common business terms in software agreements. It serves as a pool of software negotiation best practices for many of the world's largest organizations. A comprehensive 90-page set of tools (available in Macromedia Flash, Excel with comments, and paper format) adds vendor insight and documents best practices for each business term. The content is continually updated and new tools are developed based on the changing software industry.

#### a) Why VendorVision™?

**VendorVision™** adds vendor perspective to improve cost savings and business terms on enterprise software deals. It is a comprehensive resource for even the most advanced software negotiators and a viable training tool for others. Having best practices in one place ensures that your software deals are negotiated with consistency. The content augments existing processes and is continually updated to save customers time on documentation.

#### b) Who uses VendorVision™?

Mitigo Partners' customers generally have solid procurement processes and advanced software negotiators in place. **VendorVision™** users include strategic sourcing and procurement executives, IT executives, legal counsel and others who handle software negotiations. Clients range from the largest Fortune 100 companies to other organizations and government agencies.

#### c) How is VendorVision™ licensed?

**VendorVision™** is offered on a perpetual license basis and is priced per user. Annual Maintenance is optional:

▼ Corporate License (15 users)	\$4,995
▼ Workgroup License (5 users)	\$1,995
▼ Single License	\$ 495

Annual Maintenance is 15% of list price.

Customers with Annual Maintenance receive at least two updates to the online tools every 12 months. They also receive new hard copy guides every 12 months.

### 2. What is VendorVault™?

**VendorVault™** is an online directory containing up-to-date financial and strategic information on the top 54 public software companies. The directory is updated quarterly and provides immediate access to a wealth of vendor specific data, including average deal size, revenue mix, classification of what is determined a "strategic" deal and financial metrics.

#### a) Why VendorVault™?

The data in the **VendorVault™** directory can be leveraged to evaluate software vendors and to better understand their willingness to negotiate. The online directory consolidates important vendor specific information so you don't have to take time researching Form-10ks, conference call transcripts and other large financial reports.

#### b) How is VendorVault™ licensed?

▼ VendorVault™ Annual Subscription	\$995
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The annual subscription allows an unlimited number of users to access the online directory for 54 of the top software companies. Additional vendors can be added for \$495 each. **VendorVault™** is updated quarterly.

### 3. Where does Mitigo Partners get its content?

Former software executives from notable companies initially developed **VendorVision™**. Now it is continually updated based on feedback and content provided by IT and sourcing executives at the world's largest organizations. Mitigo Partners listens to conference calls, investigates Form-10ks and reviews quarterly reports for the financial and strategic data in **VendorVault™**.

### 4. What is the future of the products?

**VendorVision™** is becoming a standard resource within IT and procurement departments by serving as the central location for software negotiation best practices. New tools will be added and content will grow in parallel with Mitigo Partners' rapidly expanding customer base. **VendorVault™** will mature by adding increasingly strategic data for the large software companies you are working with now and in the future.