



TECHNOLOGY PERFORMANCE MANAGEMENT

Enterprise Proactive Technology Contract Negotiations



Your Benefits at a Glance

Optimizing return on vendor technology spending is imperative. Cornerstone Advisors' Technology Performance Management (TPM) is the solution to deliver on this priority.

- ✓ Anti-Emergency Reaction Mode: Stay ahead of renewals and build an understanding of vendor options
- ✓ Concierge open access to proprietary pricing and functional data
- ✓ Alignment of enterprise strategy with TPM's execution-focused contract roadmap
- ✓ Frictionless movement into advisory engagements

Experience and Results You Can Trust

\$6,069,086,184

Total negotiated contract deal value (since 2019)

651

Contract negotiation engagements (since 2019)

1300+

Financial institutions served, including over half of Forbes' Best Banks and Credit Unions

\$450M

In savings delivered to our clients this last year alone

Solutions Provided by TPM



Contract Roadmap

- You'll always know what's coming without any surprise auto-renewals
- Streamlined proactive people/process roles/responsibilities assignments
- Executive summary view enables strategic alignment decision-making



Market Pulse

- Gain a view of technology solutions available for 20+ categories
- Replaces massive amount of internal research; conference attendance, RFIs, etc
- Make decisions with data and not salesmanship conjecture/spin



Contract Negotiations

- Go to the negotiation table knowing "good" pricing, even before you negotiate
- Leverage our reputation built by thousands of negotiations within the same vendor pool
- Ensure your business terms protect your interests

Leave No Room for Guessing by Leveraging Cornerstone's Proprietary Data

Contract Vault™

The Contract Vault™ is a proprietary data engine of over 15,000 pricing points collected from negotiating thousands of vendor contracts. Leveraging this information, our team of negotiators provides financial services executives with an objective analysis of market pricing and how it shifts with size, volume, and contract length.



Cornerstone
ADVISORS

See How We Can Help. Connect With Us Today.

 480.423.2030

 contracts@crnrstone.com

 www.crnrstone.com

