

# Higher Education IT Contract Advisory Services



The Tambellini Group  
trusted market insights

Higher education institutions make significant investments in ERP software, implementation efforts, database technology, and other IT solutions each year.

The Tambellini Group's IT Contract Advisory Services help senior executives negotiate win-win agreements with technology vendors and service providers. We focus on the business and legal terms to help higher education institutions reduce their costs, mitigate project and financial risks, increase service levels, and expedite the negotiation process by providing insights from the vendor's perspective.

Our executive contracting advisors have negotiated hundreds of agreements and multi-million dollar contracts. The Tambellini Group can assess the proposed pricing based on our first-hand experience with industry pricing practices and benchmarks. We can identify areas for potential savings and what to leverage for more favorable terms in other areas.

## RFP Assessment: A Better RFP for a Stronger Final Contract

During the development of the RFP, The Tambellini Group may assist with the following areas:

- Assess the institution's project goals and standard contracting practices that may affect contract terms.
- Review the draft RFP and contract terms.
- Provide specific RFP recommendations on additional contract terms or changes to strengthen the institution's position.
- Provide insights on how vendors approach the bidding and negotiation phases.

## Contract Negotiations: Preferred Contract Terms and Pricing Concessions

The Tambellini Group works with the institution's executives, project team, legal counsel and procurement officials to help:

- Provide insights on a vendor's contract terms and negotiation strategies.
- Identify potential negotiation points and assist in developing an overall strategy.
- Provide support or lead negotiation meetings.

## Executive Contract Advisors: Vicki Tambellini and Paula Goldman, Esq.

- Over 50 years of combined experience.
- Reviewed and negotiated more than a thousand contracts.
- Signature authority for more than 600 software and technology contracts in higher education.
- Executive experience at PeopleSoft, Oracle, Gelco and Taleo.

## Benefits of The Tambellini Group's Expertise

- Reduce the total cost of ownership.
- Maximize the contract value and experience.
- Reduce the financial and project risks.
- Focus on the project goals and achieve success.
- Accelerate the negotiation process.
- Build stronger working relationships with vendors.

*"Vicki Tambellini and her colleagues helped to navigate us through the process offering insight, advice, suggestions, and support all along the way making it much easier to reach our goals. I'm confident that, due to the expertise and advice that she provided, Mercer's needs were much more equitably accommodated throughout this process. We couldn't have done nearly as good of a job without their very able assistance!"*

*Mickey Belote, Associate Vice President for Information Technology, Mercer University*

## IT Contract Issues

- ✦ What should be in the RFP to reduce risks?
- ✦ How do we strengthen the RFP to increase value to the institution?
- ✦ Why are there differences in the vendor contract terms between vendors?
- ✦ How can we ensure a win-win relationship with the vendor?
- ✦ What contract terms are being used by other, similar institutions?
- ✦ What terms are or should be acceptable to vendors?

## About The Tambellini Group

The Tambellini Group is the world's leading research and advisory firm for education executives.

## Contact Us

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*The Tambellini Group provides consulting and advisory services, but not legal advice.*

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