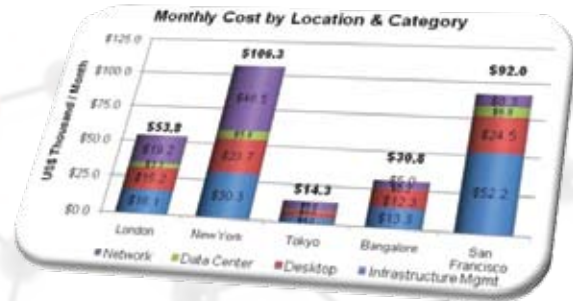


## Use the SPY Index™ to negotiate a better deal

The SPY Index puts experience from 10 years and billions of dollars sourced to work for your decisions. With access to 130,000+ quotes from real deals, more than 1,000 best practices terms from 60 of top buyers, and profiles of 350

global vendors, it makes it easy to be a hero when buying IT infrastructure services such as: co-location / data center, network services, managed hosting, remote infrastructure management (RIM), virtualization, cloud, and desktop support.



### Strategy Suite – Get Strategy Right the First Time

#### SPY Index Forecast -

What will be the budget implications of growth and expansion?

Forecast needs and costs including new projects and seasonal variation. Identify the delivery model and service provider that best fits the growth projection.

#### SPY Index Design -

In-house or outsourced? Data center or cloud / managed services?

Understand tradeoffs in terms of cost, risk, technical know-how, scale, and flexibility. Evaluate all viable hosting options that fit your strategy.

#### SPY Index Chargeback -

How can I allocate costs fairly to internal business units?

Design a fair system that incents business units to be efficient. Prevent over- and under-recovery vs. budget and rogue spending with outside vendors. Identify gaps vs. peers.

#### SPY Index Locator -

Where should I aim to expand or migrate my data centers?

Develop build, buy, or rent strategy to follow customers, lower costs, or find a better tax / regulatory environment. Prevent local capacity shortages and find new builds before they hit the market.

### Execution Suite - Improve Performance, Reduce Cost

#### SPY Index Needs Analysis -

How much IT infrastructure do I really need?

Get internal consensus on priorities. Reconcile multiple versions of internal truth. Create a baseline to measure improvement. Allocate costs by business unit, geography and service.

#### SPY Index Benchmark -

How can I prove to management that I did a good job sourcing?

No-cost attestation of deals that can't be beaten and lean in-house operations. Or improvement path with defined budget targets for your specific buying profile.

#### SPY Index Negotiation -

How can I correct a contract that no longer fits?

Negotiate using data, experience, and ability to affect vendor reputation with 60+ top buyers. Use RampRate up front as the "bad cop" or in background as toolset to evaluate offers.

#### SPY Index Sourcing -

How do I find the best outsourced deal?

Find "diamonds in the rough" that fit your cost / performance / risk profile. Cut through analysis paralysis with evaluation scorecards. Create detailed audit trail for all decisions made.

Get started today by calling **1-310-802-3702** or email **info@ramprate.com**