

Saving millions in taxpayer dollars

See how Dark Horse saved a government agency 75% on a cloud ERP migration by getting involved from the RFP stage

Under pressure while moving to the cloud

A government agency faced a huge challenge: converting their legacy ERP system to the cloud.

It was an expensive, complex and politically delicate undertaking for this IT-focused agency, and they didn't want to make any mistakes. Plus, spending taxpayer dollars always comes with a level of scrutiny few private organizations face. There was lots of pressure on key decision makers to get it right, and to demonstrate not just top-notch security, but excellent value.

So, they called in Dark Horse.

Creating an airtight RFP

Knowing how the major tech companies think, sell and negotiate gave us some big advantages at the RFP stage. Initially working only on goodwill, we helped put together the RFP that would go out to technology vendors. It included strategic wording that permitted further negotiation after a bidder won the project, and allowed for the involvement of an informed party (guess who) to advise the government client in those conversations.

Further negotiations netted huge savings

Once a vendor was chosen, the client used Dark Horse as their advisor throughout additional negotiations. We attended key meetings, did tech benchmarking, negotiated on price and evaluated contract terms and conditions. The result? A further 75% discount – and enormous annual savings in the tens of millions.

Vendor: **ORACLE & MICROSOFT**

- CLIENT**
 - 9 months of client negotiations with vendor
 - 10-year IT cloud migration project
- DARK HORSE**
 - 1 tightly worded and prepped RFP
 - 5 counter offer advice sessions
 - 75% / \$18M saved

Your negotiation enablers

Whether we jump on board early in the game or ride in for a last-minute look at a “best and final” offer, Dark Horse taps into the insights of a global advisory team of 80+ IT sales leaders from the biggest tech vendors. And we use that knowledge as leverage to get you better deals, usually in a matter of days. To see how we can help you save big on tech, book a free, no-obligation call.

Make your next move with Dark Horse

[BOOK A CALL TODAY](#)

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HORSE**
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