

# THE **FIVE WS** OF SOFTWARE NEGOTIATION

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Who should be involved in the process? Who are the stakeholders? Collaborate with your stakeholders to determine the best options and ensure their voice is heard during decision making.



What is involved? Plan ahead and gather all appropriate information such as pricing, contract information, user details, geographical requirements, use of software, etc.



Where is the need coming from? Analyze usage reports per location, department or subsidiary to determine the best-fit licensing model for the company.



Why do you need to add/reduce licenses? Why do you need to change license agreements? Why do you need to renegotiate? Identify the needs and build your business case.



When will the contract expire? Create a timeline and keep track of the important dates in the contract.

FIND OUT  
**'HOW'**

Learn more about how Open iT can help your company to maximize benefits from your engineering software investments. Email us at [getstarted@openit.com](mailto:getstarted@openit.com) for more information!