COST MANAGEMENT · SOLUTION DATA SHEET

You're Not Overpaying on One Contract. You're Overpaying a Little on Forty.

Technology spend grows through small, departmental decisions, not one big mistake. MALA inventories the full estate, benchmarks it against real market rates, renegotiates what's out of line and installs the governance that keeps costs from creeping back.

Spend Analysis + **Contract Review** + **Renewals** + **Vendor Consolidation** + **Telecom Expense**

THE CHALLENGE

No one sees the whole portfolio.

Invisible overlap
Duplicate tools bought by separate teams months apart.

Unchecked escalators
Auto-renewals that raise prices without review.

Missed windows
The 60–90 day negotiation window closes unnoticed.

Spend drift
One-time reviews that fade within a few years.

OUR APPROACH

From forty contracts to one managed portfolio.

01 Inventory
Every vendor, contract, renewal date and escalator.

02 Overlap
Duplicate tools, unassigned licenses, unused capacity.

03 Benchmark
Material contracts priced against real deal data.

04 Negotiate
Advisor-led renewals backed by market data.

05 Govern
Calendars, scorecards and approval gates.

Most engagements renegotiate with incumbents. Switching vendors is rarely required.

WHERE MALA HELPS

Savings now, discipline going forward.

Spend analysis
A complete view of every technology vendor and contract.

Contract review
Terms, escalators and notice periods examined.

Renewal management
A calendar with owners, so no window is missed.

Vendor consolidation
Redundant tools and overlapping services removed.

Telecom expense
Circuits, billing errors and rate plans audited.

Licensing
Microsoft 365, SaaS and software tiers right-sized.

Without governance, organizations typically drift back to old spending patterns within three years.

BY THE NUMBERS

Why this matters now.

37%
average tool overlap found
MALA ENGAGEMENT DATA

23%
average overpayment against market rates
MALA ENGAGEMENT DATA

60–90
day window when renewal leverage is strongest
TYPICAL CONTRACT TERMS

$612K
net cost optimization for one manufacturer
MALA CLIENT RESULT

WHO IT'S FOR

Built for the people who own the decision.

CFO	A complete, benchmarked view of technology spend.
CIO / CTO	Fewer overlapping tools and a cleaner stack.
Procurement	Renewal calendars, scorecards and approval gates.
CEO / Owner	Savings without building an in-house sourcing team.
Post-M&A teams	Duplicate contracts consolidated.

THE MALA MODEL

Unbiased. Vendor-sponsored.

Our services are sponsored through strategic referral agreements with 330+ technology solutions providers, never billed to you. MALA is paid by the vendor only if you move forward with a vendor we recommend.

- **Unbiased recommendations**
  No provider pays MALA more than another qualified provider, so your requirements drive the answer.
- **Paid only if you move forward**
  The selected vendor compensates MALA, and only when you choose a recommended vendor.
- **No obligation**
  You are never required to move forward with any recommended vendor.

COMMON QUESTIONS

What clients ask first.

Q Where do the savings come from?
Overlapping tools, unassigned licenses, unchallenged escalators and oversized capacity tiers.

Q How much will we save?
It varies. We don't promise a number before seeing your estate.

Q Do we need to change vendors?
No. Renegotiating incumbents is often faster and less disruptive.

Q What if our pricing is already good?
You'll get written confirmation before you commit to a multi-year term.

PROOF POINT

Multi-site manufacturer, 1,200 employees

Senior MALA advisor benchmarked the security and spend posture against peer manufacturers and audited vendor overlap. Results within nine months, without adding budget:

$612K
net cost optimization

42%
reduction in attack-surface exposure

<48 hrs
ransomware recovery, down from 11 days

RELATED: Connectivity · Cloud · Communications

THE FIRST STEP

Bring us your renewal calendar. No obligation.

In 30 minutes, a senior advisor will show you where the real leverage points are across your portfolio.

Vendor-sponsored: MALA is paid by the vendor only if you move forward with a recommended vendor. No obligation to do so.

Let's simplify your next technology decision. Talk to an advisor.

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