



## NOBLE EIGHTFOLD

A History of IT Savings



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## QUESTIONS TO ASK BEFORE ENGAGING AN IT NEGOTIATOR

1. How long has the firm been in business?
2. Is the team professionally trained in negotiations?
3. Please share your negotiation philosophy and approach.
4. Explain the steps of the negotiation process.
5. Explain the pricing structure.
6. How many post-contract client support hours are included? What is the cost thereafter?
7. In which areas of IT do you specialize?
8. What sets you apart from the competition?
9. Provide examples of results.
10. Do you accept gifts/compensation from the vendors you engage?
11. Do you guarantee savings?



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