

Vendor Management

TRG Screen Consultants has a solid reputation as an independent advisory firm for the Financial Information Services Industry.

A part of our service offering is related to Vendor Management and is about making sure that you work with the best vendors and solutions but also that you have the best possible Service Agreements, including relevant Terms & Conditions.

Sourcing the right products for your organisation is not easy as the market & reference data industry is known for its:

- Complexity in terms of vendors, products, service agreements, pricing structures and conditions of usage
- Diversity with regard to end user requirements, business models, levels of in- or outsourcing required
- Intensity in demand management due to continuously changing business requirements and vendor offerings
- Commitment to ongoing budget control and cost reduction initiatives
- Convergence in vendor offerings, with increasing levels of competition but also more choice for the user firms
- Uncertainty about the exact contents of service offerings due to the lack of information and the limited exchange of information between market participants

At the same time market data sourcing professionals everywhere are under growing pressure as the requests of their clients, the users on the business side:

- Are ad hoc (not planned, not budgeted)
- Need to be addressed immediately (nature of the business)
- Seem straightforward but are often very complex (financially, content-wise, technically)
- Often relate to vendors and products that are not used (yet) in the organisation
- Result in extra costs which needs to be (re)allocated
- Have an impact on and interaction with other departments

(Legal, Procurement, Compliance, IT Support, etc.)

Some typical examples of the challenges market data managers, TRG Screen's clients, are confronted with:

- Evaluation of (financial) proposals from vendors
- Analysis of and recommendations for certain vendors
- Identification of alternative products and vendors
- Checking of vendor-product references
- Conducting complex and prolonged vendor negotiations
- Benchmarking existing agreements (content-wise, financially, SLA terms & conditions, etc.)
- Best market practice analysis

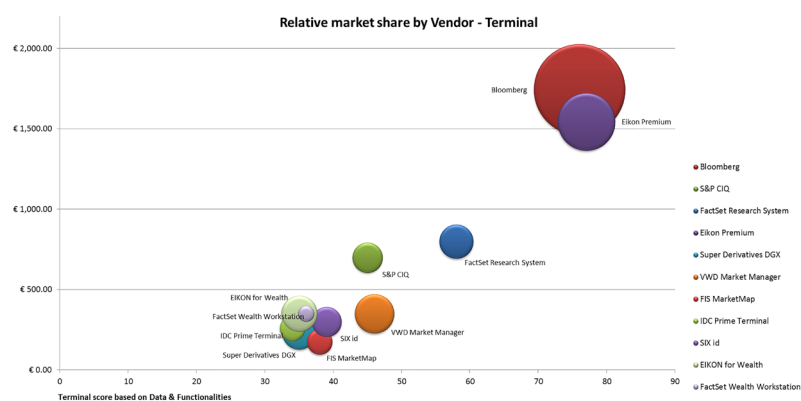
In order to help you address these challenges TRG Screen has developed a Vendor Management Service that has the following characteristics:

- First indicative response to a request within 48 hours
- Second qualified response within 1 week
- Additional response depends on complexity of the request
- Straightforward and timely communication (email by default; phone contact by request) (preference by email)

What you could do under our Vendor Management Service*:

- Benchmark your agreements, products and requirements against your peer group
- Commission market research on market data vendors of your choice, with executable outcomes
- Obtain a fast, succinct vendor SWOT Analysis for one or more market and reference data vendors
- Get advice on the most suitable vendor products for all of your geographical markets
- Learn from our client experiences and Best Market Practices through round-table meetings, TRG Screen Events or workshops

*Depth, duration and deliverables subject to agreement



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