

AVASANT

GOVERNANCE REIMAGINED

ENABLING BUSINESS AGILITY IN THE DIGITAL ENTERPRISE

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CHAIRMAN & CEO, AVASANT

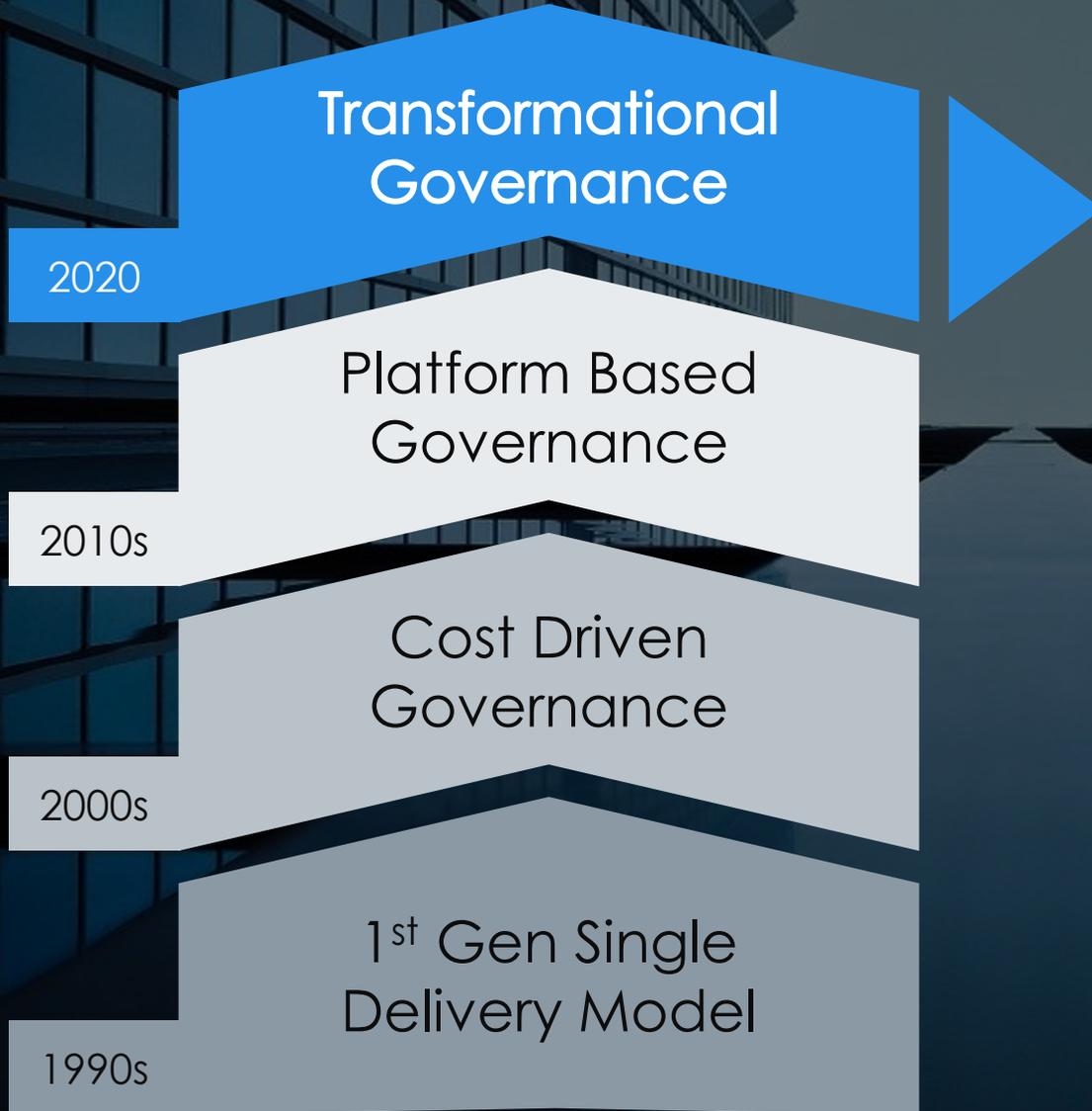


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Transformational Governance occurs when technology and business converge to drive sustained value

Journey to
Transformational Governance



Standards for Transformational Governance

- *Cloud-first architecture*
- *Optimized processes for multi-vendor governance*
- *AI and automation-based analytics*
- *Business driven, real-time KPIs and SLAs*

Drivers of Transformational Governance

COVID-19 is forcing remote and transboundary governance models

*Managed Services
cost will fall by 10%
to 15% due to
shifting labor
offshore, declining
wages & currency
devaluation*



Delivery shifting to offshore regions,
compounded by travel restrictions



Workforce is shifting to home-working
vs expensive corporate centers



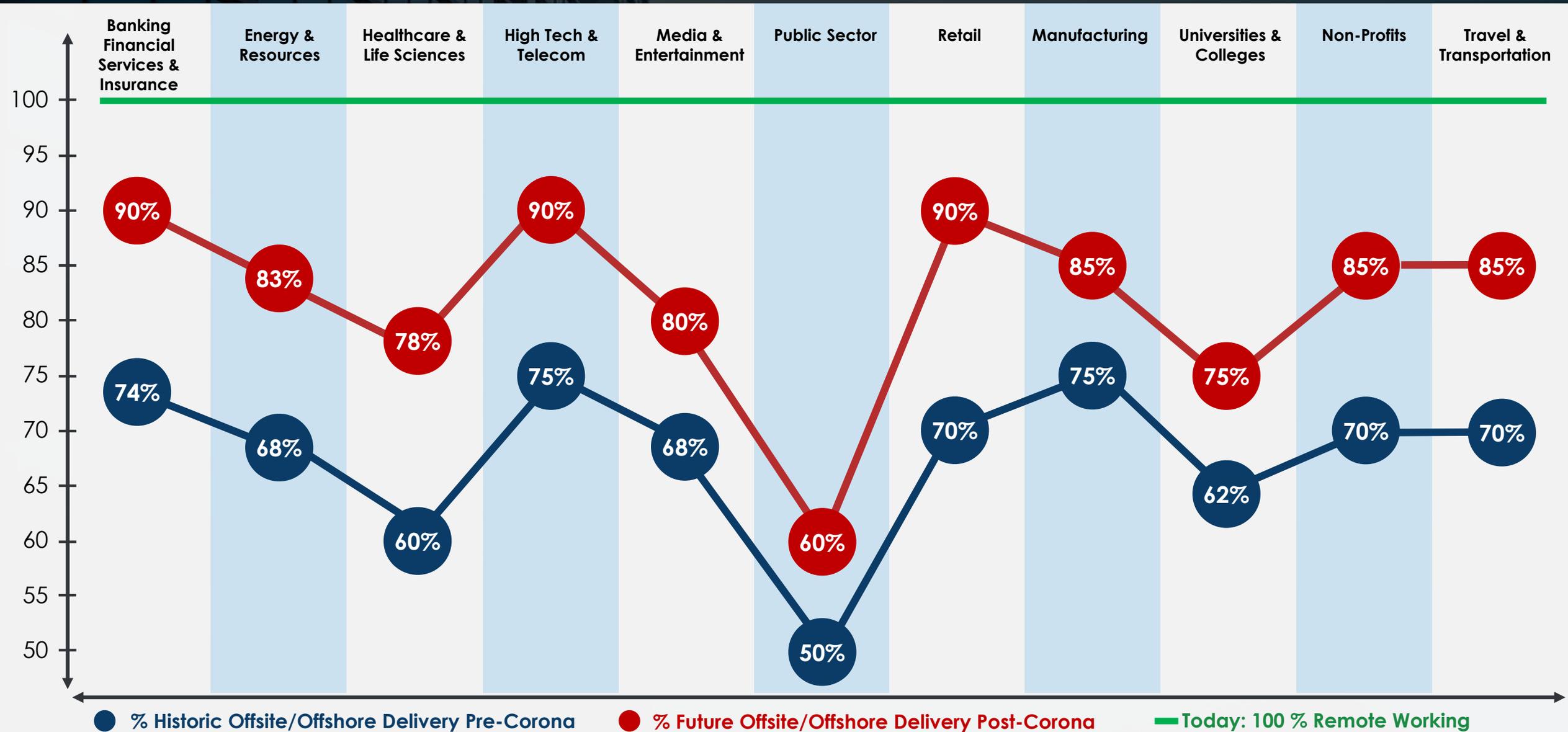
Exchange Rates declining in delivery
regions against dollar between 7-10%



Decreasing Wages in offshore geos
are reducing operating costs

Increased Offsite and Offshore Governance

Enterprises will increase the composition of offsite and offshore delivery



Rise in On-Demand Contract Structures

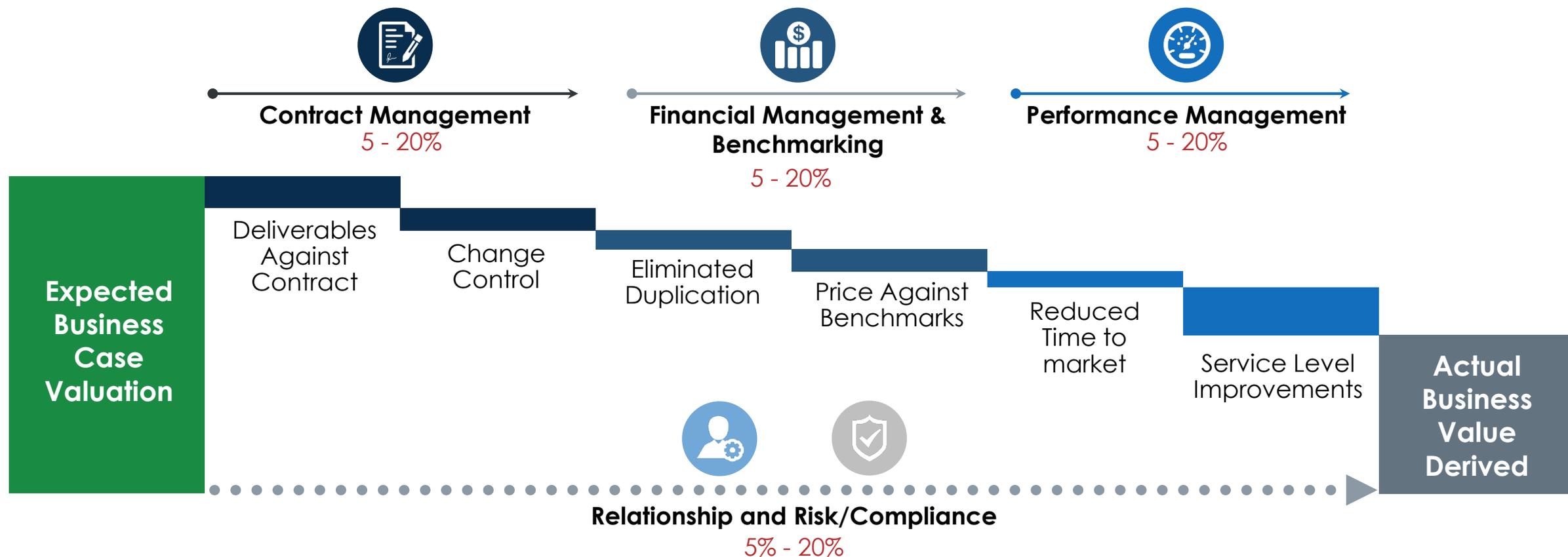
COVID-19 will restructure relationships to become On-Demand Deals



Increased Automation in Contract management

Complex Governance will require SaaS-based solutions for Contract Management

Outsourcing relationships can **lose 20% - 60%+ of expected value** due to poor governance practices



Interdependence of vendors will require real time KPI and SLA Transparency



Increased Resiliency & Compliance

75% of organizations and providers are not in compliance with contract terms and conditions



Assured Business continuity & contingency management

80% of vendors incorporating business continuity stipulations into contracts due to COVID-19



Increased service quality assurance

80% of organizations require real time SLA management due to remote workforce



Stronger data privacy & security

Over 50% of companies reported a data breach caused by a third party



Increased service delivery transparency

60% of leaders say lack of transparency & limited view of vendor performance is a risk

The Evolution to Transformational Governance is driving the need for AvaSense™

AVASANT



AVASENSE™

SaaS-based full-service
Vendor Governance Solution

- Contract Governance
- Performance / SLA tracking
- Compliance & Risk Management
- Financial Tracking
- Benchmarking
- Deliverable & Obligation Management

Dashboard

AVASENSE™

- Home
- Dashboards**
- Consolidated Portfolio
- Financial
- Performance
- Deliverable
- Contract Value Tracker
- Software License
- RAID
- Add New Contract
- Quick Add Links
- View
- Deliverables
- Vendor Segmentation
- Search All Documents

Total Vendors 22

Total Contracts 22

Total Contract Value \$136.6 M

Open Risk Items 20

Disputes And Issues 2
Disputes:1, Issues:1

Total Pending Change Requests 31

Pending RCA 2

Total Defaults 339
CPI:150, KPI:189

POs Expiring in the next 90 days 5

TCV Concentration By Vendor

Vendor	Total Agreements Value	Concentration
Test Vendor	\$90,013,000	65.88%
Ven Door 123	\$25,045,001	18.33%
Ibm	\$9,608,561	7.03%
Microsoft Corporation	\$4,482,932	3.28%
Information Builders (Canada) Inc.	\$3,900,814	2.86%
Carillon Information Security Inc.	\$2,268,756	1.66%
Oracle	\$1,182,715	0.87%
Aj Tech	\$124,687	0.09%
Test Vendor 2	\$0	0.00%
Cnn	\$0	0.00%

TCV Concentration

Category	Concentration
Top Vendor	65.88%
Top 5 Vendors	97.38%
Top 10 Vendors	100.00%

TCV Concentration By Services

Service	Value
Software Licenses	\$55,013,000
Other	\$52,085,533
Managed Service	\$29,527,933

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*“Organizations must transform
Governance functions to
meet the business challenges
of tomorrow.”*

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