

REMEND

BUSINESS OVERVIEW



Advisory Services

Remend is an independent advisory firm that partners with enterprise, mid-market and government organizations to:

- Personalize IT strategies
- Reduce technology costs
- Scale IT needs for efficiency
- Optimize software usage
- Advise on cloud transformation

Based on decades of experience, Remend executes data-driven, creative and aggressive cost-reduction strategies for Oracle, Microsoft, SAP, IBM and tier-two publishers.



How We Do IT

Starting with a complementary Remend Savings Analysis, Remend works with clients to assess and analyze their current IT and software needs, identify issues with their current agreements and evaluate what may be needed in the next five to ten years. This simplifies the decision-making process and removes any confusion and uncertainty associated with licensing and traditional support agreements.

Through this process, clients are able to determine the true value of their current agreements. They also discover what may be missing to improve business performance and efficiency.



Then, Remend guides clients in developing a negotiation plan for their software purchases and service agreements. Remend provides information on pricing and terms that puts you in the driver's seat from the start. This enables you to get the best deal for your operational needs.

It doesn't end there! Remend is a skilled IT asset management (ITAM) advisor who will monitor and manage your contracts going forward. This takes the worry and hassle of software asset management (SAM) out of your hands.

Remend offers advice on valuable action plans, focusing exclusively on annual renewal contracts, to avoid time-intensive tasks such as deploying expensive SAM tools.

The goal is to get the maximum value in the shortest timeframe!

Remend empowers you to take control of your enterprise software and redirect unnecessary spending toward innovation and growth.

About Us

For more than 20 years, Remend has been fighting vigilantly for their clients. Remend was founded on the principles of guiding clients with personalized service in negotiating the best solutions and service agreements with software publishers.

Remend's highly skilled engineering and sales experts have worked for major software and IT companies. They know the technology, how the industry works, and the games that are played. They see each client as a unique business situation that needs to be thoroughly assessed before developing a strategic negotiation and implementation plan.



The goal is to get our clients the biggest cost reductions and optimized service agreements with the software publishers.

- Ed Tybursky, *Founding Partner*



Remend Services

- Software Asset Management (SAM)
- Audit Defense & Support
- Oracle ULA Certification
- Contract Negotiation
- Java Advisory
- Relationship Management
- Third-Party Support
- Cloud Migration Planning
- Update & Patch Archival Planning
- Procurement Framework
- Merger, Acquisition and Divestiture Planning

Do I need an independent advisor?

If you need help answering these questions, Remend can help.

- Is the annual support we're paying for worthwhile? If it isn't, then what alternatives do we have?
- Are the licensed products, metrics and quantities optimized for our business?
- What strategies can we employ to lessen compliance risks and related unexpected expenses?
- What methods can we use to enhance our bargaining power for additional purchases?

[Contact us!](#)

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