



BUSINESS CONSULTING, LLC

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Rushed to the altar: A client is considering an IT acquisition. The vendor/partner is pushing hard, with “best and final pricing” and an aggressive deadline. The client worries about the match: Is there a better price out there? Will the contract terms lose appeal over time? Is this their dream partner? **Solution:** **Joe** steps in and provides wise counsel. He reviews the proposal, diplomatically negotiates and ensures his client’s needs are met. **Result:** The key to any partnership: compromise. The client saves cost with competitive pricing; contract details become more equitable. Client and vendor look forward to a fruitful relationship.

consider it done