

Turnstone are your local 'on demand' resource, to support your workload of tendering and negotiation with IT suppliers.

So if you have:

1. a heavy commercial workload to support your technology plans,
2. many legacy or inherited IT contracts in the portfolio, but little time or resources to review them,
3. or want to get the best value from your tendering but lack the resources for this time-consuming process,

...then we can provide you with spot resource, with the right expertise, only when you need them.

Based near Fleet Street, we work with many London firms, where our commercial IT experts support requirements gathering, market evaluation, supplier negotiations and contract drafting. Cloud is in demand at the moment, with clients wanting assistance in choosing and contracting with providers of SaaS, IaaS and PaaS technologies.

Whilst our track record of savings speaks for itself, many organisations engage us to do the 'heavy lifting' of the commercial phase for their key projects. We can also review and benchmark your existing contracts.

What will you gain?

- significant cost savings
- better service levels, improved terms and mitigated risks
- welcome extra resource to extend your team, with expert input to your requirements, market evaluation and contract drafting phases

Why Turnstone?

We regularly support client teams in tendering and negotiation with tech suppliers such as Oracle, BT and Salesforce, as well as smaller Tier 2 suppliers.

Our experts negotiate with IT vendors **only** - day in day out.

The value we create exceeds our fees several times.

What our clients say about us

"Turnstone supported us on a project to replace our HR-IS system. Turnstone was instrumental not only in securing significant cost savings but also in shifting the balance of risk significantly away from us the customer to the supplier in the contract that was agreed."

Elliot Daly
Head of Applications
Control Risks

"The results have been pleasing for us in the IT function and also well received at board level. Turnstone helped to lower the proposed lifetime costs by 23%, and introduced many commercial improvements to gain us a more favourable contract."

Head of IT
UK Standards Organisation

If you would like to hear more on how Turnstone can support your team, please call Anita on 0207 936 4373 or email anita.manukyan@turnstoneservices.com.

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