

# Mainframe Negotiations

## A 1099Partners Workshop



### Benefits

- + Access to experts without the expense and commitment of a traditional consulting engagement or full-time employment.
- + Execution-oriented focus.
- + Workshops are customized to specific client needs.
- + Access to experts for follow on work, supervision, or implementation.
- + Deliverables are client intellectual property.

### 1099Partners Mainframe Negotiations Workshop

A small percentage on a large investment can significantly impact your budget. Mainframe technology and its Master Service Agreements (MSAs) that cover software licensing, updates, and maintenance are large expenditures. The experts who live in this space and provide this workshop know what is negotiable. This session provides the knowledge and tools to determine the best options and alternatives. This practice is headed by a former mainframe analyst from one of the major consulting firms who specializes in the mainframe space.

### About 1099Partners

1099Partners is a consortium of technology executives who have either transitioned from five day corporate roles or successfully exited from emerging technology firms. They are not "between job" consultants but individuals who are hands-on, execution-oriented personnel who wish to stay engaged with firms on a project basis. Access to the team is without employment commitments, complicated or expensive sourcing arrangements, or full time obligations such as benefits. Each 1099 individual Partner leads workshops in their area of expertise, can serve as interim staff, or provide network or local geographic personnel access for clients. Our executives provide expertise in either strategy sessions such as diligence, or serve in execution roles such as business development, sales, finance, marketing and similar functional needs.

### Other Popular 1099Partners Workshop Topics

- Bio-Engineering: IP regulatory challenges and partnerships
- Software/Hardware: Go-To-Market audit and strategic assessment
- M&A: Considerations for technology resellers
- Cloud Computing: Transitioning strategies for software suppliers; Implementation considerations for Enterprises
- Digital Strategy and Audit: Interactive health and competitive position
- Oracle/Sun:® Enterprise alternatives
- IP Code Review: Addressing current M&A standards
- State and Local Government: Business Leverage

These workshops range from 1-2 days and can be delivered on-site or interactively.



Unique Access to Senior  
Business Professionals and  
their Network Contacts

**For a complete listing of current offerings and expertise domains, or for more information, please email us today at [info@1099partners.com](mailto:info@1099partners.com).**