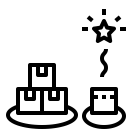


## Key Organizational Challenges

Highly specialized sets of tools and services such as eResources and SaaS subscriptions continue to grow at an exponential pace and serve many departments throughout an organization.

Procurement departments and business owners of these services are now challenged to effectively manage an exhaustive portfolio of products and understand intricate components of specialized tools.



Lack of Unique  
Differentiator  
Product to  
Product



Highly  
Specialized  
Tools



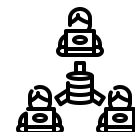
Limited  
Transparency  
in Utilization



Decentralized  
Resources  
Management



Redundant  
Purchasing  
Across  
Departments



Loyal User  
Based  
Challenges

## Consider to optimize your portfolio of e-subscriptions with CCM

CCM provides a flexible solution to enhance your ability to optimize your eResources & SaaS portfolio and its costs. We deliver outstanding results by combining our knowledge of resources with market and product trends, and tested technologies necessary to execute along with pricing insights.

### Tailored Services to Your Specific Requirements

- Customized benchmarking report by subject category or segment
- Deep usage and contract analyses on your products and services
- Products landscape analyses for selective products on the market are available
- Strategic negotiations - including strategic shift from one resource platform to another
- User Base assessments via surveying and focused interviews
- Implementation on e-Resources/SaaS preferences, adoption and needs
- eResources Management Tools implementation to discover spend across all business units to monitor spend and track usage

**Each engagement is customized to the specific requirements of each client**

## Tools by CATEGORY for Software and Products

<b>HR/Recruiting Software &amp; Background Checks</b>	Workday, Ceridian, ADP, Accurate, Certifi, HireRight, VCheck, Sterling	<b>Cloud Products</b>	IntApp, Microsoft, Adobe, FoxIt
<b>Security Products</b>	Okta, Duo Security, Mimecast, ProofPoint, KnowBe4, LastPass	<b>Web Conferencing</b>	Zoom, GoToMeeting, Cisco Webex, BlueJeans
<b>BD/Marketing Tools</b>	Marketo, HubSpot, Mailchimp, Pardot, Trello, ZoomInfo	<b>Collaboration Tools</b>	Asana, Litera, HighQ, SmartSheets, Wrike, Monday.com, MS Teams, G-Suite
<b>Enterprise Business Management</b>	Thomson's 3E or Elite	<b>CRM Products</b>	Salesforce, Zoho, Pipedrive, Lexis InterAction
<b>Identity &amp; Vulnerability Management</b>	SecureLink, BeyondTrust, ConnectWise, TeamViewer	<b>E-Signature Software</b>	DocuSign, signNow, OneSpan, RightSignature
<b>Vendor Risk Management</b>	Prevalent, LogicGate, Privva	<b>Contract Analysis Management</b>	Kira, Gatekeeper, Icertis, Linksquares

## Common LEGAL subscriptions in CCM Program

<b>Legal Research Platforms</b>	Westlaw, Lexis, Bloomberg Law, Wolters Kluwer	<b>IP</b>	Corsearch, Darts-ip, Patent Advisor, PatentOptimizer, Total Parent
<b>Financial</b>	D&B, CapIQ, Mergermarkets, Pitchbook, The Deal, FactSet, Pitchbook, Hoovers	<b>Bankruptcy / Restructuring</b>	Reorg Research, Debtwire
<b>Dockets / Dockets Fillings</b>	Courtlink, Docket Alert, CNS, Docket Navigator, West Dockets, Bloomberg Dockets, Pacer, American LegalNet	<b>News</b>	Law360, American Lawyer Media, E&E, Nexis News, Reuters, Bloomberg, Westlaw Today
<b>KM</b>	Lexis Search Advantage, WestKM	<b>Tax</b>	Checkpoint, Bloomberg Law Tax, Wolters Kluwer/CCH Tax, Tax Notes Today
<b>AI</b>	Kira, Casetext, Lex Machina	<b>Policy and Legislation Tools</b>	Politico Pro, Leadership Connect, FiscalNote, Bloomberg Government

## Expertise and Products in CCM Program

### CCM Differentiators

- **Experienced Library/Information Management consultants**, we assist our clients in identifying the appropriate mix of resources applicable to your firm or company’s unique discipline.
- We have developed a **deep knowledge** around key vendors & products that gives us an advantage in negotiations. We deliver cost savings without jeopardizing outcomes or significant material changes to your content needs.
- We implement **data discovery metrics** by interacting with our proprietary software or provide recommendations to your own software/BI tools, to gain visibility into your subscriptions value and uptake.

## Visual Tracking Through Spend Dashboard

Expired Contracts	Expiry in 3 months	Expiry this year	Under Contract
Expired Contracts Spend <b>\$2.17M</b>	Expiry in next 3 months <b>\$491K</b>	Contracts Expiry this year <b>\$4.98M</b>	Under Contract (\$) <b>\$17.22M</b>
# Expired Contracts <b>7</b>	# Expire in 3 months <b>11</b>	# Expire this year <b>75</b>	Under Contract # <b>161</b>

