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An end to end managed solution for your partner ecosystem
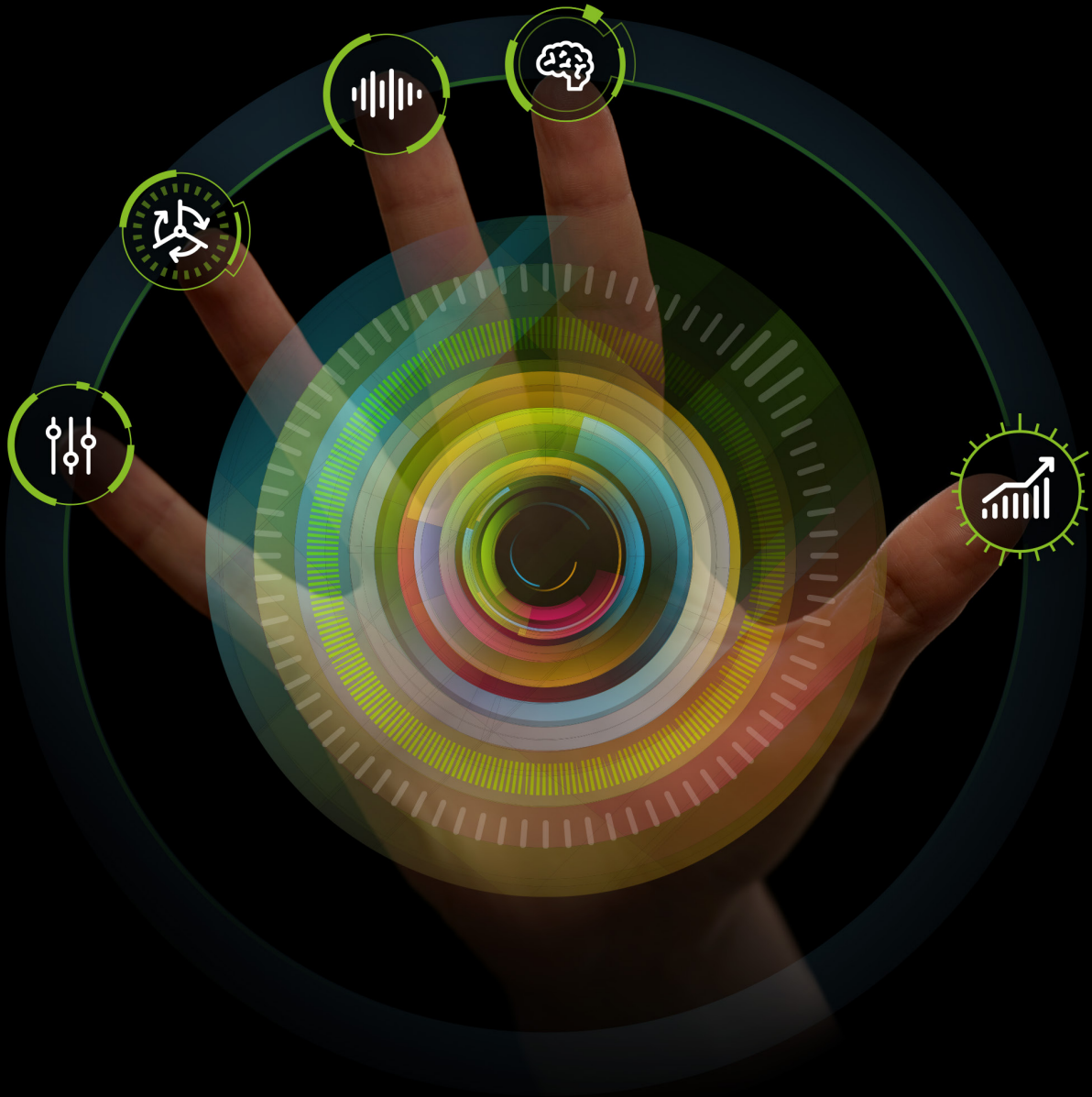

Software Vendor Partner Platform

An end to end managed solution for your partner ecosystem

Software Vendor Partner Platform (SVPP)

The Challenge

The third party ecosystem made up of partners, resellers and distributors is known to be complex and difficult to manage. Often, in-house compliance teams simply do not have the bandwidth to monitor more than 1% of their partner base each annum. There is hardly any incentive for third parties to provide timely data or foster a collaborative working environment with the vendor. Subsequently, this creates an environment where the software vendor's risk exposure to revenue leakage, regulation violations, and competitor disruption significantly increases.

Limitations

20 years of experience working with software vendors globally has identified the following common limitations experienced across the industry.

Limitations	Scenarios
SUBJECT MATTER EXPERTS RESOURCE	Do you struggle to ensure consistent SME knowledge is present across all territories due to bandwidth issues?
LACK OF TRANSPARENCY	Do you have confidence that you understand your partners business model?
DEMAND FOR COST AND PROCESS EFFICIENCIES	Do you have an increased focus on cost reduction in your compliance function?
INABILITY TO DETERMINE PARTNER USAGE	Do you understand deployment for all partners and in turn royalty requirements?
LIMITED VISIBILITY INTO CONTROLS	Are you operating with confidence that your network of partners are compliant with regulations and export laws?

Deloitte currently work with software vendors of all sizes to address these limitations using data science principles. We can partner with your existing team in the most effective manner to drive changes that have positive impacts on the health of your third party ecosystem. We establish measurable metrics focused on efficiency, transparency and revenue recovery.

Our Solution

Our Software Vendor Partner Platform is a fully scalable technology that delivers trend analysis, designed to equip our clients with real time data to make strategic business decisions regarding the management of their third party ecosystem.
We use data science and predictive analytics to minimise our client's risk exposure in the areas of revenue leakage, regulation violations, or contract renewals.
The result; Increased revenue and profitability for our clients.

Benefits of the SVPP

Revenue Recovery

Smart analytics

Intelligent technology solution

Customised controls

High return on investment (ROI) for our clients

This is why at the heart of SVPP, the fundamental principle is to identify over deployment, communicate with the most appropriate control points of your organisation and power traceability in the recovery of revenue.

Smart Analytics no longer interprets data in isolation. Instead SVPP compares all data sources available to provide powerful predictions for the period your partner will require a new purchase.

- SVPP **empowers sales, compliance, and legal** with the data points that matter so they are able to make strategic business decisions real time.

- SVPP cuts through the clutter to allow clients to concentrate on the **most lucrative deals** with all data at their fingertips via phone, tablet or laptop.

- SVPPs **predictive power** allows sales to recover more revenue by identifying which partners need true-ups or contract renewals.

- SVPPs technology is able to **manage large ecosystems seamlessly** and will eliminate blind spots bringing all third parties under one process framework.

Three state of the art offerings ensure you have confidence that Subject Matter Experts are on hand to reduce your costs while maximising results across your entire third party ecosystem.

Small scale pilot

- **Up to 24 customers to trial the service offering for your business**
- **Fees associated with pilot will be refunded when upgrading to regional or enterprise package**

Regional/Industry Offering

- **200-500 Partners managed per region or industry**
- **Latest technology platform**
- **Full tech support**
- **Use on Mobile, Tablet, PC**
- **Smart dashboards**
- **Customised control points**

Enterprise Offering

- **Regional offering plus**
- **All partners managed in single platform**
- **Discounted rates to reflect scale**
- **All languages offered**
- **Access to our Deloitte community hub**

Why Deloitte

Deloitte's brand and reputation is underpinned by world class software revenue recovery experts. By choosing Deloitte, you know you have every aspect covered in managing your extended partner network.

Scale

- Guaranteeing the capacity to meet your customers demands
- Guaranteeing the ability and infrastructure to operate at scale
- Guaranteeing support in response to a range of potential incidents
- The ability to meet demand as the business and customer base grows

Experience

- Fully trained and specialist team to support your customers through the process
- We provide Subject Matter Experts to support you at every stage
- Access to additional technical and operational Deloitte expertise

Speed

- Seamless integrated technology will materially reduce time taken at each stage of the partner cycle
- Capacity and infrastructure managed by Deloitte
- End to end management of your partner ecosystem

Quality and Credibility

- Industry leaders in software revenue recovery
- Quality assurance placed at the forefront of what we do
- 15+ years of proven experience in software assessment
- Detailed, regular management information

Our Credentials

Deloitte has global teams specialising in utilising the same underpinning technology that power SVPP.

Case Study One

Challenge

Deloitte were appointed by a major software vendor to carry out a software licence compliance inspection for one of their largest Independent Software Vendors (ISVs)

Deloitte Support

The software vendor products were agreed on a subscription basis. Deloitte assessed deployment over a period of twelve months immediately before the end of a 3 year term contract

Outcome

- Findings amounted to £7m
- Software vendor moved the ISV to the platform to closely monitor future usage pro-actively and with reduced efforts

Case Study Two

Challenge

The Pharmaceutical client base initiated a community model leveraging Deloitte platform technology to assess common risks faced in the industry

Deloitte Support

Deloitte's technology platform supports the end to end onboarding and management of customers through; questionnaires, risk screening & monitoring, data upload

Outcome

- Significantly increased efficiency for all parties
- Increased economy of scale
- Significantly reduced costs per customer while delivering increasing sales team interaction with customers

Positively engaged Partner	Increased Revenue of over £7m	Deloitte technology platform	Improved Governance	Reduced cost base
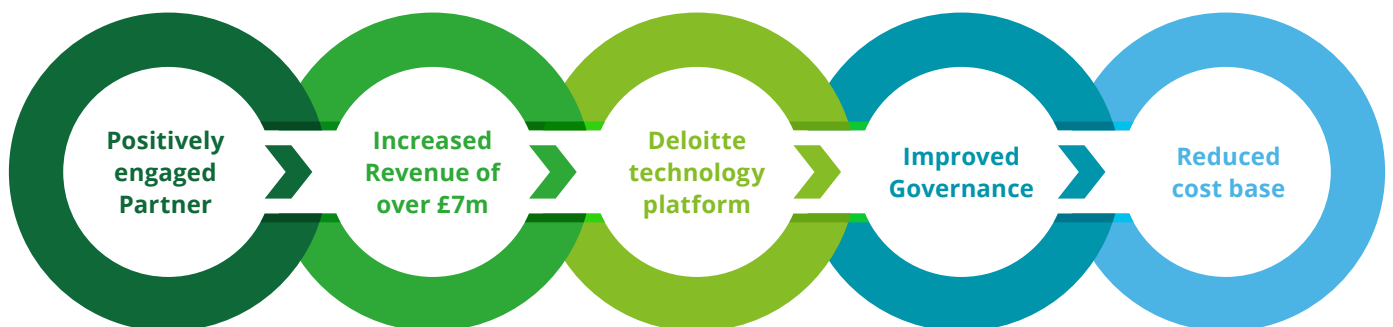
Start the conversation

If you're interested in learning how our risk subject-matter professionals can help you drive efficiency, cost, and revenue recovery into your Partner operations contact us directly or visit **www.deloitte.com/EERM** for more information.

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Contacts

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