



Right-Sized, Not Just Right-Priced

How Dante Deo turned a global mining major's industrial analytics licence renewal, priced for the business it used to be, into a 66% cost reduction, without touching a single operating site.

OUTCOMES

66%

Reduction vs. original list price

~70%

Cut in datasource connections

7 / 7

Sites retained, zero disruption

CLIENT

A global diversified mining major. Having divested more than 80% of its site footprint, it retained its seven largest, highest-value operations, representing roughly half of the group's production value.

SITUATION

The client's industrial analytics software renewal was priced for the business it used to be. Despite shedding 80% of its sites, the quote implied per-site costs more than doubling, in some cases tripling, because the retained sites had always carried the bulk of platform usage.

IMPACT

The vendor's initial proposal reached \$1.9M/yr. The client's own team negotiated flat pricing at \$1.4M before Dante Deo was engaged; still a steep real increase per site, and well outside what leadership had budgeted for a business that had just shed most of its footprint.

"Most renewal negotiations treat the contract as the thing being negotiated. The contract is only a description of how something is used. Change the usage, and you change what there is left to negotiate."

- Dante Deo, on the engagement

RESOLUTION

Round 1: Commercial leverage, positioning the client as a long-term strategic partner and using the vendor's own roadmap, brought the price to \$1.1M; real progress, still not viable. Round 2: Renegotiating the footprint, mapping the connection architecture revealed duplicate data pathways, cutting required connections by ~70%; a parallel review found misdirected user licences that cheaper, already-owned in-house tools could replace just as well. Dante Deo brought the vendor a smaller, cleaner, genuinely -required footprint, and negotiated from there. The final three-year agreement totals approximately \$2.1M, with monitored-condition costs eliminated entirely and all seven retained sites preserved in full.

Is your next renewal priced for the business you used to be, or the one you are now?

Dante Deo helps organisations turn contract renewals into architecture-led negotiations. Book a licence and architecture review.