



Resetting a National Software Bill

How Dante Deo helped a national government finance ministry secure an average saving of approximately 22% across its largest software suppliers, amid an economy-wide cost containment mandate.

OUTCOMES

~22%

Average saving across leading software suppliers

10+

Major software suppliers renegotiated

CLIENT

A national government finance ministry, working alongside its central procurement and information technology agencies under an economy-wide budget reduction mandate.

SITUATION

Facing significant budget reductions and government-wide cost containment instructions, the ministry needed to address a specific and persistent problem: government departments and institutions were paying materially more for software licences than the private sector, due to inconsistent contract conditions, charges and billing practices across suppliers.

IMPACT

Left unaddressed, these inconsistencies meant continued overpayment for software across government at exactly the moment departments were being told to cut costs, with no structured mechanism in place to benchmark or renegotiate supplier terms at scale.

"Its experience within the sector, locally and internationally, proved to be a key differentiator in enabling a significant saving delivered against an ambitious timeline."

- Client Stakeholder, on the engagement

RESOLUTION

Working with the ministry's central procurement and IT agencies, Dante Deo reviewed contracts and conducted market research across the software supplier base, identifying the leading suppliers and leading the engagement and renegotiation of commercial terms with each. The objective was to optimise the value of current and future software offerings, unlock direct and indirect cost savings, and improve the return on the government's technology investment. The engagement delivered an average saving of approximately 22% across the suppliers involved, on an ambitious timeline, while positioning Dante Deo as a trusted source of guidance for multiple government stakeholders.

Is your organisation still paying private-sector prices without private-sector leverage?

Dante Deo helps large, complex buyers renegotiate technology contracts at scale. Book a confidential conversation.