



Cutting Cost Without Cutting Corners on Safety

How Dante Deo helped a major iron ore producer reduce Time & Attendance technology costs by 40%, without compromising safety, security or service levels.

OUTCOMES

40%

Reduction in Time & Attendance technology costs

Zero

Compromise to safety, security or service levels

CLIENT

A major global iron ore producer, operating in a highly cost-constrained commodity cycle and under pressure to reset its supplier cost base without compromising critical operational standards.

SITUATION

Facing sustained pressure on commodity prices, the client needed to reduce costs across its Time & Attendance technology category, covering the software, hardware and support services used to manage workforce access and safety compliance. Because the category touched health, safety and security systems directly, any renegotiation had to protect service levels, lead times for replacement equipment and the stability of the overall system.

IMPACT

A conventional price-only renegotiation risked exactly the outcome the client could not accept: slower replacement lead times, weaker support coverage, or reduced system stability in a category tied directly to workforce safety and site security.

"Its understanding of the technology category, ability to negotiate and manage stakeholders, and ability to deliver value makes it a world-class partner that we can recommend."

- Client Stakeholder, on the engagement

RESOLUTION

Dante Deo combined deep knowledge of the technology supply base with a clear view of how the underlying systems interoperated, aligning technical specifications to commercial terms rather than treating them separately. This let the team negotiate hard on price while explicitly protecting the service levels, lead times and system stability the client could not compromise on. The result was a 40% reduction in Time & Attendance technology costs, delivered with zero impact on safety, security or operational standards.

Can your safety-critical categories take a harder commercial line?

Dante Deo negotiates cost down without asking operations to carry the risk. Book a category review.