TIMETOACT GROUP

#VendorManagement #OracleNegotiation #SpendManagement

Optimizing a complex Oracle engagement through strategic guidance, data-driven analysis, and targeted negotiation support.

McKESSON

1. Challenge

McKesson was faced with the challenge of navigating a complex commercial engagement with Oracle, requiring clarity around contractual terms, cost structures, and negotiation strategy. The organization needed expert guidance to understand Oracle's commercial landscape, evaluate risks and opportunities, and ensure a transparent and well-informed approach throughout the process.

2. Solution

TIMETOACT provided deep expertise in Oracle's commercial framework, applied strong analytical capabilities, and took a proactive, structured approach to identifying opportunities. Their transparent guidance and strategic support enabled McKesson to negotiate more favorable commercial terms, achieve meaningful cost savings, and significantly improve the overall outcome of the engagement.

3. Impact

Delivered multi-million cost savings through structured IT carve-out execution and targeted cost transparency. Negotiated and optimized vendor contracts, improving commercial terms, governance, and long-term flexibility. Optimized software licensing models, reducing compliance risk while unlocking significant recurring cost efficiencies.

I'm pleased to recommend TIMETOACT, and in particular Thomas Fürniss and his team, for their outstanding partnership and expertise. We worked with them last year on a complex engagement involving Oracle, and their support made a meaningful difference in both the process and the final outcome. The team brought a deep understanding of Oracle's commercial landscape, strong analytical capabilities, and a thoughtful approach. They quickly became trusted partners - proactive in identifying opportunities, transparent in their guidance, and consistently focused on achieving the best possible result for our organization.

Their involvement directly contributed to a more favorable negotiation outcome, including meaningful cost savings and improved commercial terms. I would highly recommend TIMETOACT to any organization looking for experienced, capable, and trustworthy support in navigating complex vendor engagements.

Faith VanLesser | SVP, Indirect Sourcing & Procurement McKesson Mayland

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