Technology Supplier Renewal Decision Brief

An independent assessment before you commit to another technology contract.

Renewing may mean accepting costs, service limitations and commitments that no longer suit your business. Replacing a supplier brings risks and disruption. The decision needs to make commercial and operational sense.

Drawing on 30 years in technology, including 12 years as an IT Director, I assess the evidence and realistic options before you commit.

What you will receive

A concise 4-5-page written Decision Brief covering:

Current position: Contract commitments, actual spend and service performance.

Options and trade-offs: Commercial and operational implications of the four options: renew, renegotiate, replace or reconsider.

Clear recommendation: My independent recommendation, with material risks, assumptions and evidence gaps.

Practical next steps: Actions, owners and relevant deadlines.

Includes a 60-minute leadership discussion to review the findings and answer questions.

How it works

1. Establish the decision

We confirm the supplier arrangement, renewal deadline, business priorities and information required.

2. Review and assess

I review the contract, pricing, recent invoices and available service performance information, with a focused discussion with the decision owner.

3. Recommend the next step

Your written Decision Brief is delivered within 10 working days.

The period starts once the required information and initial discussion are complete, subject to agreed availability.

Investment

AED 20,000 | Fixed fee | Payable upfront

Covers one defined supplier arrangement. Scope confirmed before work begins.

This is an independent decision review, not a legal assessment, detailed technical audit, procurement exercise or supplier negotiation. Any additional work is discussed and agreed separately.

Facing an important technology supplier renewal?

Email daniel@danielpyoung.com with the supplier name and renewal date.

I will confirm whether a Decision Brief is appropriate and what the engagement would involve.