bodman

Enterprise Procurement

advancing efficiencies

Over the last decade, Bodman's Enterprise Procurement Group (EPG) has represented clients in efficiently drafting and negotiating thousands of procurement agreements for all manner of software, products, and services, involving billions of dollars in spend, resulting in increased flexibility, reduced risk, and significant cost savings for our clients.

We have developed unique processes for managing our practice that set us apart from our competitors. First, we think like corporate procurement professionals. Bodman structured its EPG primarily around the corporate procurement function itself. EPG attorneys handle transactions across all of the subject matter areas reflected in our services categories, as well as other industry-specific subject matter areas, working in conjunction with our clients' procurement groups, applicable business team members, and in-house counsel.

Second, we have established intake and workflow processes that streamline the handling of all transactions. This structure sets us apart from firms who segregate attorneys by the subject matter of the contract. We leverage the depth of our group across the breadth of our subject matter knowledge to achieve transactional efficiency, fast turnaround times, and lower overall fees than our competitors.

Our attorneys negotiate more than 1,300 transactions annually. We serve a variety of industries, with concentrations in banking, automotive, construction, health care, chemicals, pharmaceuticals, non-profit, education, and professional sports. We handle transactions in almost every aspect of our clients' operations. Because of the high volume of transactions we handle, we have specific and recent experience with many of the largest vendors to the industries we serve. Our knowledge of vendor contracts and typical bargaining tactics, and familiarity with industry best practices, help us achieve favorable terms quickly. Our advanced intake and workflow processes allow us to handle large and small projects efficiently.

For our larger clients with a sophisticated procurement and legal infrastructure, our structure and processes allow us to serve as a seamless extension of their capabilities, which dramatically increases the capacity of their existing resources and decreases overall transaction times. For smaller clients, our structure and processes allow us to serve efficiently as their de facto procurement infrastructure, at a fraction of the cost of bringing this capability in-house.

- OUTSOURCING SERVICES

SERVICES

The following is a listing of the kinds of agreements we most frequently handle, with names of vendors with whom we have previously negotiated:

- **Information Technology Agreements**
  Microsoft; Oracle; IBM; SAP; CA; Cisco
- **Outsourcing Agreements**
  Accenture; Tata; Cognizant; Syntel; Dell; Canon; Ricoh
- **Data and Analytics Agreements**
  J.D. Power & Associates; Gartner; Moody's; Standard & Poor's; Thomson Reuters; Bloomberg; Experian
- **Human Resources Agreements**
  Ceridian; ADP; CIGNA; Towers Watson; Kelly Services
- **Consulting Services Agreements**
  Accenture; PwC; KPMG; Deloitte; Ernst & Young; Capgemini; Boston Consulting Group
- **Records Management Agreements**
  Iron Mountain; Ricoh; RR Donnelley & Sons; Odyssey
- **Facilities Management Agreements**
  CB Richard Ellis; Jones Lang LaSalle; Cushman Wakefield; Grubb & Ellis Company; Bell & Howell
- **Marketing Agreements**
  Constant Contact; Twitter; GfK Custom Research; Organic; nFusion Group
- **Energy Services Agreements**
  Reliant Energy; Sempra Energy; Constellation Energy Group; TXU Energy; Suez Energy
- **IT Banking Agreements**
  Apple; Fiserv; FIS; CheckFree; ClairMail

- **Mortgage and Loan Products and Services**
  JPMorgan Chase; PNC Bank; PHH Mortgage; Quicken; FIS
- **Treasury Management Services**
  Regulus; Barclays; UniCredit Bank of Austria; Bank of Montreal; Toronto-Dominion Bank
- **Insurance Agreements**
  Clearwater Analytics; Blue Cross Blue Shield; Metropolitan Life; Rolling Solutions; RSA Medical
- **Athletic and Event Sponsorship Agreements**
  IMG Worldwide; Los Angeles Lakers; Oakland Athletics; San Jose Sharks; San Francisco Forty Niners; Detroit Red Wings; Detroit Tigers; Live Nation
- **Event Agreements**
  ARAMARK Sports & Entertainment; Levy Restaurants; Sodexo Management; Compass Group; Oakland Hills Country Club; Plum Market
- **Debit/Credit Card Agreements**
  Visa; MasterCard; American Express; United States Department of Treasury
- **Securities Agreements**
  Pershing; Promontory Financial Group; Broadridge Financial Solutions; The Vanguard Group; Merrill Lynch
- **Courier Services Agreements**
  Armored: Loomis Armored; Brink's; Total Armored; Garda; Non-Armored: National Consolidated Couriers, Inc.; Pro-Courier, Inc.
- **Security Services and Equipment**
  Guardsmark; Wackenhut; ADT; Tyco
- **Telecommunications**
  AT&T; Time Warner; Verizon; Sprint
- **Hardware Disposal**
  Network Hardware Resale; Re-Source Partners; Vantage Point Asset Solutions
- **Construction Products and Services**
  E.I. du Pont; Ingersoll-Rand; Masco; Whirlpool; Sherwin-Williams; Kohler
- **Shipping and Logistics**
  FedEx; UPS; Atlas Van Lines; Maersk; Hapag-Lloyd; CEVA; Ryder
- **Miscellaneous Services and Supplies Agreements**
  Office Depot; Delta Air Lines; Google; National Car Rental; Standard Register; NCR; Diebold

REPRESENTATIVE MATTERS

Our Enterprise Procurement team has unparalleled familiarity and knowledge of procurement agreements across myriad industries and with a broad spectrum of service types and vendors.

BANKING AND FINANCIAL SERVICES INDUSTRY

- **Negotiation of a Nationally Publicized, Multi-Million Dollar BPO Agreement for a Large Financial Institution**

  Negotiated a nationally publicized, multi-million dollar business process outsourcing agreement on behalf of a large financial institution with a worldwide consulting firm, under which the consulting firm provides procurement services and tools.

- **Assisted Financial Institution Establish National Debit Card Program for Payment of Federal Government Benefits**

  We negotiated agreements on behalf of a financial institution in connection with the establishment of a national debit card program for the payment of federal government benefits.

- **Negotiation of Multi-Million Dollar IT Outsourcing Agreements for a Financial Institution**

  On behalf of a financial institution with multiple global information technology outsourcing vendors, we negotiated several multi-million dollar information technology outsourcing agreements.

- **Negotiation of Related Vendor Agreements in Connection to a Financial Institution's Establishment of a Mobile Banking Program**

  We negotiated numerous vendor agreements in connection with the establishment of a mobile banking program for a financial institution.

CONSTRUCTION INDUSTRY

- **Represented National Home Builder in Negotiation of Supply Contracts Worth Millions of Dollars**

  We have negotiated dozens of supply contracts involving millions of dollars in total spend for one of the nation's largest residential home builders.

HEALTH CARE INDUSTRY

- **Assist Hospitals in Negotiating Comprehensive IT Agreements**

  We represent hospitals in the negotiation of comprehensive software licensing, hardware purchase, and information technology services agreements with some of the world's largest healthcare vendors.

SPORTS, ENTERTAINMENT, AND HOSPITALITY INDUSTRIES

- **Negotiation of Naming Rights Agreement and Sponsorship Agreements for a Major League Sports Franchise**

  On behalf of a major league sports franchise, we negotiated a naming rights agreement for a 65,000-seat stadium and numerous sponsorship agreements.

- **Negotiation of National Facilities Management Agreements**

  We have negotiated a national facilities management agreement for comprehensive facilities management services for over four hundred facilities.

OUTSOURCING AGREEMENTS

- **Negotiation of Payroll, Benefits & Pension Administration Outsourcing Agreements**

  Various clients have sought our assistance in the negotiation of payroll, benefits, and pension administration outsourcing agreements.

- **Negotiation of Multi-Million Dollar IT Outsourcing Agreements for a Financial Institution**

  On behalf of a financial institution with multiple global information technology outsourcing vendors, we negotiated several multi-million dollar information technology outsourcing agreements.

- **Negotiation of a Nationally Publicized, Multi-Million Dollar BPO Agreement for a Large Financial Institution**

  Negotiated a nationally publicized, multi-million dollar business process outsourcing agreement on behalf of a large financial institution with a worldwide consulting firm, under which the consulting firm provides procurement services and tools.