

Achieving Revenue and Growth Goals

10 WAYS IT CAN HELP YOU HIT OBJECTIVES (Even Amid Recessional Pressures)

Your business faces inflationary and recessionary pressures, yet you still have revenue and growth goals to hit. You're told to do more with less. You want to avoid cutting staff. What are other avenues for realizing cost savings or value improvement?

Here are some to consider



Reevaluate Partnerships and Vendors

Regularly reassess partnerships and seek new partners with better terms. Consolidate vendor relationships to leverage buying power.



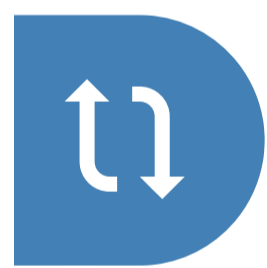
Lifecycle Management

Develop a comprehensive plan for hardware and software lifecycle management.



Assign Accountability and Governance

Assign budget responsibility at the right level in each department. Prioritize projects and investments based on strategic business goals.



Optimize Infrastructure

Evaluate and rightsize cloud usage. Maximize the use of physical servers and implement energy-saving measures in data centers.



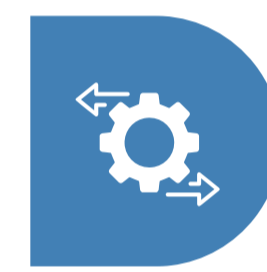
Software License Optimization

Conduct regular software audits and consider cost-effective alternatives.



Vendor Negotiation

Seek discounts and quantity savings through negotiation with vendors.



Managed Services and Outsourcing

Outsource non-core functions or utilize managed services for specialized expertise.



Strategic Cost Management

Align cost reduction and growth strategies. Identify where investments are necessary and where costs can be cut without hindering progress.



Data Center and Server Optimization

Migrate to a more efficient data center or explore co-location or cloud services



Data Analytics and Business Intelligence

Use analytics for insights into cost drivers and make informed resource allocations.

Leverage Opportunities with the IT Organization

Savvy business leaders striving to achieve growth and revenue objectives can leverage opportunities with the IT organization. However, an unfortunate reality is that you typically don't have the capabilities on staff to achieve quantifiable success with all these measures.

A Consultant with Vendor Management expertise can Help

A consultant with vendor management expertise can pay dividends (literally). By having an advisory that is expert in identifying opportunities and extracting value from your IT org and VMO, your business can unlock significant value and overcome recessionary pressures.

Learn how K&B can help you meet objectives by uncovering tangible cost savings within your organization.

[Schedule a consultation →](#)