Federal Software Contract Negotiation Checklist

Stop overpaying for software licenses
Master these 5 key areas

Preparation is everything

- [ ] Pull actual usage data (not estimates)
- [ ] Research government-specific pricing
- [ ] Start 9+ months before expiration
- [ ] Assemble your negotiation team

》 *Most agencies wait too long and lose leverage*

Use what makes you unique

- ☐ Emphasize FedRAMP vendor investment
- ☐ Offer multi-year budget certainty
- ☐ Coordinate with other agencies
- ☐ Request federal reference value

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*Vendors invested $2.25M+ for **your** business*

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What to fight for

- ☐ Government-specific pricing tiers
- ☐ Multi-year price protection
- ☐ Flexible user count adjustments
- ☐ Dedicated federal support

→→ *Federal pricing is often 10-20% lower*

Non-negotiable requirements

- ☐ Current FedRAMP authorization
- ☐ US data residency requirements
- ☐ Termination for convenience
- ☐ Performance guarantees

→→ *Protect your agency and mission*

Make sure it actually works

- ☐ Include training in contract
- ☐ Define clear success metrics
- ☐ Plan phased deployment
- ☐ Document lessons learned

» *Great contracts fail without great rollouts*

Ready to optimize your negotiations?

Quick Win: Ask for federal pricing first—often 10-20% lower than commercial rates

Need expert help? Let's talk strategy
Contact: info@thesiegroup.com

About The SIE Group:

We help federal agencies save millions on software licensing while maintaining compliance and security standards.