

THE PRELUDE PROCESS® PROCUREMENT

Your Risk-Free Path from
Sourcing to Savings



Confused by endless providers, complex processes, unfavorable contracts, and/or surprise billing?

You're not alone. Many organizations struggle to navigate the complexity of technology sourcing, only to end up overpaying or locked into services that don't fit their needs. Prelude makes it better! With a clear, proven process, Prelude simplifies procurement and ensure the maximize value from day one.

HOW IT WORKS

- **ASSESS NEEDS & CURATE PROVIDERS**
It starts with understanding your goals, requirements, and roadmap; then deliver a tailored market summary from more than 500 trusted technology providers.
- **OVERSEE IMPLEMENTATION**
Following a thorough contract framework Prelude ensures favorable contract terms for clients.
- **ENSURE VENDOR ACCOUNTABILITY**
Prelude advocates for you, monitoring vendor performance and preventing overbilling or missed commitments.
- **PROVIDE ONGOING SUPPORT**
Procurement doesn't end at the implementation. Prelude stays engaged to keep your services optimized as your needs evolve.

AREAS OF EXPERTISE

- TECHNOLOGY EXPENSE MANAGEMENT
- CONTACT CENTER / CX
- VOICE
- UCAAS
- CO-LOCATION
- SASE
- SD-WAN
- WIRELESS
- DR / BC
- CLOUD SERVICES
- AI READINESS AND SERVICES
- OPERATIONAL TECHNOLOGY
- PHYSICAL SECURITY
- CYBER SECURITY
- INTERNATIONAL SERVICES

WHY PRELUDE?

- Access to 500+ providers with unbiased recommendations
- 76 unique providers sourced since 2020
- Continuous optimization and vendor management support