

CASt VCMS for Enterprise

An Operating Model for Vendor and Contract Spend

Vendor-Neutral | Delivery-First | Outcome-aligned pricing: if you do not save, we do not get paid

Executive Summary

Whether an enterprise has a dedicated vendor and contract operating model or not, the gap is usually the same: vendor contracts, renewals, and licensing decisions happen without a clear line of sight into the technology architecture underneath. Renewals auto-process without negotiation. Licenses go unused or oversized. Pricing increases pass through unchallenged. Finance sees the invoices but lacks the technical context to push back. IT understands the technology but rarely has visibility into the full contract landscape. And no one is connecting business use cases across business units to solve needs holistically, leading to redundant tools, fragmented spend, and missed leverage.

The typical options are advice-only consultants who leave you holding the bag, or vendor brokers who get paid by the vendors they recommend. CASt is neither. We are an execution-first firm that embeds with your Finance and IT teams to install the operating model behind vendor, contract, and architecture spend, including leading vendor negotiations with pricing benchmarks and usage-backed leverage. We build a governed operating model that incorporates technology architecture into every decision, aligns business units by mapping vendor capabilities to actual business use cases, and delivers measurable savings, stronger governance, and audit-ready reporting from a single governed system of record.

Our pricing is aligned to outcomes. CASt offers fully performance-based or hybrid engagement models to fit your procurement and budget requirements. We do not accept vendor commissions, kickbacks, referral fees, or revenue shares. If you do not save, we do not get paid.

Outcomes You Can Defend

Material Savings	Zero Risk	Early Activation
Realized and forward, Finance-validated and baseline-tracked	100% performance-based or hybrid pricing options	Baseline, calendar, and governance operational early in the engagement

What Changes Fast

Control what you buy

- Clean vendor & contract inventory
- Owner + renewal accountability
- Eliminate duplicates & shelfware

Stop auto-renew waste

- Notice windows + renewal calendar
- Decision deadlines & approvals
- Evidence attached to every claim

Report with confidence

- Single governed source of truth
- Spend visibility without system access
- Audit trail + lineage by design

Why CASt

We Execute. We are not advice-only consultants. We get in the weeds, deliver the work, and own the outcome alongside your team.

Zero Conflicts. No vendor commissions, kickbacks, referral fees, or revenue shares. Our only revenue comes directly from clients.

Audit-Ready. Built for PE scrutiny and CFO confidence. Baselines use actual spend, and every savings claim requires billing proof and client sign-off.

Zero Risk. Zero capex, no retainer, no platform fee. Performance-based fees tied to realized, Finance-validated savings. If we do not deliver savings, there is no fee.

How It Works

VCMS is delivered as a structured engagement, scoped to align with a full contract renewal cycle, supported by CASt's internal tooling in a secure, isolated workspace. CASt installs the operating model, delivers measurable results, and transitions the organization to self-manage with the option for ongoing governance support.

What CASt VCMS Does

- Delivers a governed vendor + contract master across your enterprise
- Leads vendor negotiations with pricing benchmarks, usage data, and contract leverage

- Surfaces renewal risk, cost leakage, and non-standard terms before they impact bottom line
- Creates an audit-ready record of what changed, who changed it, and why
- Produces CFO-grade reporting with evidence and lineage

Enterprise-Friendly Delivery

- Secure onboarding: contracts, amendments, and vendor data via controlled handoff
- Normalize and validate: taxonomy mapping, dedupe, ownership, exceptions
- Align spend data to contracts for accurate baselines and savings tracking
- Activate governance: renewal calendar, approvals, controlled edits
- Deliver value: negotiated savings + waste avoidance with evidence

Architecture, Governance & Security

Technical Architecture	Governance & Controls	Security & Trust
Map vendors to your reference architecture	Renewal control: notice windows, owners, approvals, deadlines	Single-tenant isolation by default
Identify consolidation, re-platform, and retirement opportunities	Evidence + lineage for every term, date, and price change	Least-privilege access + role-based approvals
Translate technical risk into executive decision options	CFO-grade measurement: baselines, savings ledger, audit reporting	Evidence-backed changes with full audit trail

What You Get Fast (Early in the Engagement)

- Cleaned vendor + contract inventory with ownership and renewal dates
- Renewal calendar reflecting actual contract terms and notice windows
- Exceptions register: missing contracts, non-standard terms, duplicates
- Executive reporting pack: renewals, redundancies, value levers
- Savings baseline + tracked savings ledger

Strategic Options We Help You Execute

- Stop auto-renew waste: notice windows and decisions on rails
- Renegotiate from strength: price protections and usage-backed leverage
- Rationalize SaaS portfolios: remove duplicates and eliminate shelfware
- Consolidate vendors to reduce complexity and improve leverage
- Modernize or re-platform when the tool is the wrong long-term fit

Next Step: Working Session with Your CIO/CFO Team

Review your vendor and contract landscape, confirm integration paths, and identify the fastest value levers: renewals, duplicates, shelfware, and governance gaps.

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