

CASt VCMS for Your Organization

The Operating Model for Vendor and Contract Spend, Built Alongside Your Team

Your team stays in control | CASt does the heavy lifting | You keep what we build

What This Is

Your investment partner has engaged Cloud Automation Strategy (CASt) to work alongside your Finance and IT teams on vendor and contract management. This is not an audit, not oversight, and not a replacement for your team. CASt is a hands-on partner that helps you take control of vendor relationships, renewals, and contracts, including leading vendor negotiations with pricing benchmarks and usage-backed leverage.

Whether your organization already manages vendors well or has gaps to close, the outcome is the same: 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. CASt builds this alongside your team. At the end of the engagement, the function, the data, and the governance structure are yours to keep.

CASt is vendor-neutral. We do not accept vendor commissions, kickbacks, referral fees, or revenue shares. Our only revenue comes from the engagement itself. Pricing is fully performance-based or hybrid to fit your procurement requirements. If you do not save, CASt does 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

Common Questions

"We already manage our vendors." Many teams do, and CASt is designed to strengthen what you already have, not replace it. We bring a technology architecture lens, cross-vendor benchmarking, and negotiation leverage that most internal teams do not have time to maintain.

"This feels like oversight." CASt works for your team, not above it. Your Finance and IT leaders approve every change, every baseline, and every savings claim. Nothing moves without your sign-off.

"Who is this firm?" CASt is an execution-first firm. We are vendor-neutral with zero conflicts of interest. We do not sell software, broker vendor deals, or take commissions. We get paid when you save.

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 your organization to self-manage with the option for ongoing governance support.

What CASt Does

- Delivers a governed vendor + contract master
- Surfaces renewal risk, cost leakage, and non-standard terms before they become costs
- Leads vendor negotiations with pricing benchmarks and usage-backed leverage
- Creates an audit-ready record of what changed, who changed it, and why
- Produces CFO-grade reporting with evidence and lineage

What Your Team Controls

- Final approval on every vendor decision and contract action
- Sign-off on baselines, savings claims, and governance changes
- Visibility into every step through shared reporting
- Ownership of the operating model after transition
- Option to extend CASt support or self-manage going forward

Architecture, Governance & Security

Technical Architecture	Governance & Controls	Security & Trust
Map vendors to your reference architecture	Renewal control: notice windows, owners, approvals, deadlines	Isolated workspace for your organization
Identify consolidation, replatform, 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 replatform when the tool is the wrong long-term fit

Next Step: Working Session with Your CIO/CFO Team

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

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