



A Proven Approach

**PERFORMANCE. PRESENCE. PRIDE.**

## “Keys to Negotiating Better Software and Software-as-a-Service Agreements” Seminar

### ATTENDEE TESTIMONIALS

“I recently attended my third seminar led by Peter Frazza and can honestly say that his seminars just keep getting better! The sessions are valuable and Peter provides excellent practical examples which are fueled by input from the attendees. Without a doubt, one of the best seminars to attend!”

*- Technology Sourcing Manager, Major National Transportation Company*

“One of the best seminars on software licensing I have ever attended.”

*- CIO, Major Midwest Insurance Company*

“Very enlightening. Powerful information that will allow for more knowledgeable negotiations in the future.”

*- Information Systems Manager, National Steel Company*

“Excellent content. Enjoyed the interaction. Great tools to go back to work with!”

*- IT Purchasing Manager, Western City Government Agency*

“The information you take back to your organization will enable you to pay for the cost of the seminar multiple times over.”

*- Software Purchaser, Major Healthcare Institution*