THE CORVELL SPEND & CONTRACT REVIEW

Where mid-market companies overspend on IT contracts.

Software and IT spend grows a line at a time — a card swipe here, an auto-renewal there — until nobody holds the full picture. These are the eight places we look first when a CFO asks us where the money went.

1. **Auto-renewals at list price**
   Contracts renew with an annual uplift because the renewal date lives in one person's inbox. Nobody negotiates what nobody sees coming.

2. **Seats for people who left**
   Offboarding removes the account access — not the subscription. Licenses provisioned years ago are still billing today.

3. **Three tools, one job**
   Overlapping platforms doing the same work in different departments, each with its own contract, admin, and invoice.

4. **Premium tiers nobody uses**
   An enterprise plan bought for one feature, one time. The feature was used once; the tier renews every year.

5. **Shelfware from the last initiative**
   Tools that outlived the project — or the person — that bought them. Still configured, still billing, no longer owned.

6. **Telecom and connectivity relics**
   Circuits, lines, and plans that predate the current office, the current headcount, or the move to the cloud.

7. **Support on retired gear**
   Maintenance contracts quietly renewing on hardware that was replaced — or unplugged — a refresh cycle ago.

8. **Buying every renewal alone**
   Renewing at retail, without market context or leverage. A Fortune 100 has a vendor-management office. You have a spreadsheet — maybe.

Five questions to ask your team this week

- Who holds the complete list of our software subscriptions — one list, one owner?
- What renews in the next 90 days, and who is negotiating it?
- How many paid seats have had no login in the last 60 days?
- Which of our tools overlap — and who decided which one wins?
- What did our software spend grow by last year — and who reviewed it?

If any of these takes more than a day to answer, the answer is costing you money.

The Spend & Contract Review is a fixed-fee, 2–4 week engagement: a complete inventory of your subscriptions, licenses, and IT contracts, and a prioritized savings roadmap your CFO can act on. We hold it to a simple standard — the roadmap should identify annualized savings that are a multiple of the fee, and if your stack is clean, we'll tell you that too.

Book a 30-minute call →

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