

OVERVIEW

TECFUTURES RETAINER ENGAGEMENTS



TecFutures

CUSTOM RESEARCH ANALYSIS ADVISORY

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Retainer Engagements - Overview

Retainer engagements allow clients flexibility to draw on TecFutures knowledge and resources through-out a contract year.

Typically, retainer contracts include pre-agreed components plus a 'bank' of resource days that clients can draw on through-out the year.

Pre-agreed components could include:	Resource hours can be used flexibly :
<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/> 2 presentation briefings or webinars on agreed topics	<input type="checkbox"/> To answer urgent short specific questions
<input type="checkbox"/> Supporting specified client events	<input type="checkbox"/> To provide ad hoc presentation material and support for meetings
<input type="checkbox"/> Developing specific collateral	<input type="checkbox"/> To contribute time to larger bespoke projects

Retainer Engagements - Benefits

1 Tailored to suit your specific needs

2 Designed to provide a rapid respond to your requests

3 Flexible usage of time

4 Expertise when you need it

5 Guaranteed day rate for the contract period

6 Ease of your budgeting

Retainer Engagements – how they work

Retainer engagements are based on an overall fee for the pre-agreed components and the scale of resource bank required.

Clients can draw on the resource bank to support client enquiries as follows:

- On receiving a support request, TecFutures will provide a written understanding of the request back to the client, and with a written estimate of days effort (plus any external costs) to the half day, and timescale required to meet the request. Once agreed with the client, TecFutures will commence work.
- TecFutures will provide the client with a quarterly statement of time spent to date, and resource bank time remaining.

Other features:

- Additional time can be added to the bank during the contract year, subject to agreement, at the same day rate.
- Retainer contracts are for a 12-month period unless otherwise agreed.
- Time from the resource bank can be contributed to support for larger projects research and analysis projects.
- Fees are fully payable on commencement of the contract. With agreement from TecFutures, unused resource time can be rolled over to a new contract year.

Retainer Engagements – Examples

Retainer example 1

- 2 webinars / team presentations
- Resource bank of 10 consulting / analyst days

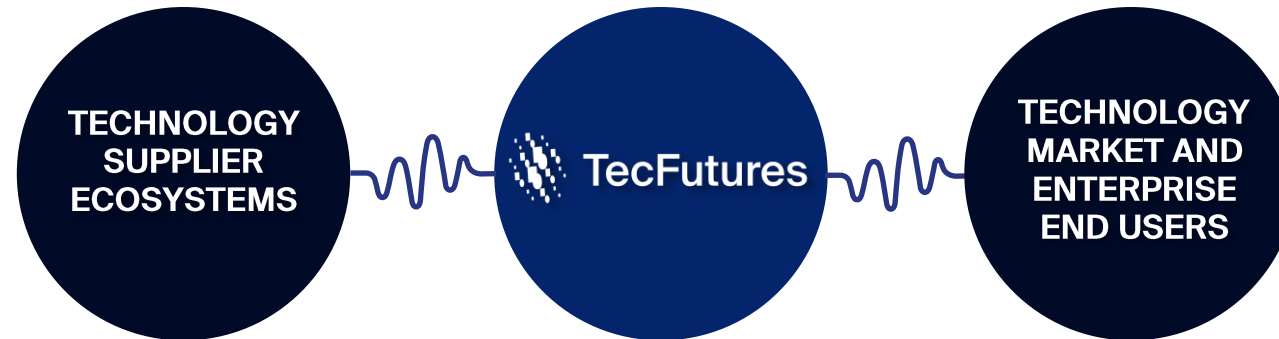
Retainer example 2

- 2 webinars / team presentations
- Support for 1 additional client event
- Resource bank of 15 consulting analyst days

Retainer example 3

- 2 webinars / team presentations
- Support for 1 additional client event
- Input to internal sales deck with market trends
- Resource bank of 20 consulting / analyst days

TecFutures focuses on the interplay of the technology supply side ecosystems and the enterprise



STRATEGIC INSIGHT AROUND DISRUPTIVE TECHNOLOGIES

BUILDING COMPETITIVE ADVANTAGE

**Helping Clients Build Competitive Advantage
and Revenue Growth with
Tailored Advisory Solutions**

Why TecFutures

1

Fifty years of senior consulting director experience

Experience from the world's leading firms - including Analysys Mason, Informa, Gartner, IDC, KPMG, and The Economist Group

2

Independent research-based consulting

Outstanding track record in working with technology suppliers to design and deliver successful bespoke projects.

3

Strategic insight

Strategic insight and analysis for global technology ecosystems on market challenges and opportunities

Internet of Things and related technologies

Research and advisory firm focusing on opportunities presented by market digital disruption and transformation technologies

4

Enterprise insight

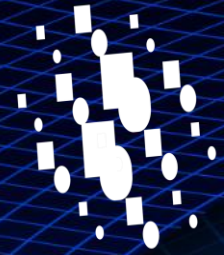
Exploring enterprise motivations, needs, challenges and successes in implementing new transformative technologies with a particular focus on IoT and new disruptive technologies

5

Tactical positioning

We help you gain competitive advantage and revenue growth through a deeper understanding of your existing and target customers and how to maximize market opportunities

6



TecFutures

Helping Clients Build Competitive
Advantage and Revenue Growth with
Tailored Advisory Solutions

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