duckbill

Cloud contract negotiation

Duckbill provides specialized cloud contract negotiation services and support to secure commercial terms aligned with your operational requirements, budget constraints, and strategic priorities.

What we offer

We provide a highly collaborative, high-stakes negotiation partnership with a proven methodology rooted in deep operational insight into vendor commercial practices, market precedent, and real-world experience across tens of billions in cloud negotiations. This is not a generic benchmarking exercise or passive advisory relationship. A cloud contract negotiation typically takes 3 weeks to 6 months, depending on contract complexity, provider responsiveness, internal alignment, and negotiation intensity.

Our goal is to maximize both financial outcomes (such as price reductions and credits) and strategic optionality (through contractual flexibility and risk mitigation), while supporting your team in navigating internal complexity and cross-functional alignment. We are behind the scenes at all times, so as not to interfere with your relationship with the cloud provider. Each engagement covers the negotiation of one agreement with one provider.

Negotiation engagement scope

Planning

- Define desired outcome scenarios and objectives
- Assess opportunities
- Review commercial terms of similar cloud provider agreements
- Develop negotiation strategy and tactics
- Identify leverage points
- Build initial financial models of alternative scenarios

Benchmarking

- Analyze cloud provider commercial structure
- Perform quantitative and qualitative benchmarking of contractual terms
- Identify red flags and risks

Negotiation

- Draft communications to the cloud provider
- Analyze cloud provider proposals and refine financial models
- Provide live deal support with playbook and strategy updates
- Deliver pre-meeting briefings and post-meeting debriefs

Deliverables

- Final negotiation summary documenting outcomes achieved vs. baseline
- Benchmarking analysis showing market positioning of the provider's terms

We've negotiated tens of billions in cloud contracts

> Duckbill was a fantastic partner for us to work with. During our engagement, we were able to quickly identify a number of areas where we could reduce costs without significant effort. We were truly surprised how quickly they were able to assess our architecture and configuration simply by walking through our AWS bills.

Brandon Grant
Vice President, Cloud Operations, Vena Solutions

> Working with Duckbill was a game changer. We went from a negotiation where our cloud provider knew all the levers available and we had little to go by, to one where we had access to real-time market data and cloud negotiation strategy expertise. Duckbill was able to reach a very favorable outcome in only a few weeks, and supplied comparative data of our deal terms that was valuable for gaining stakeholder approval. Overall, we would be eager to work with them again.

Engineering leadership
A computationally driven biotech startup

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Ready to get started?

Contact us to explore your options.

duckbillhq.com

Contact us