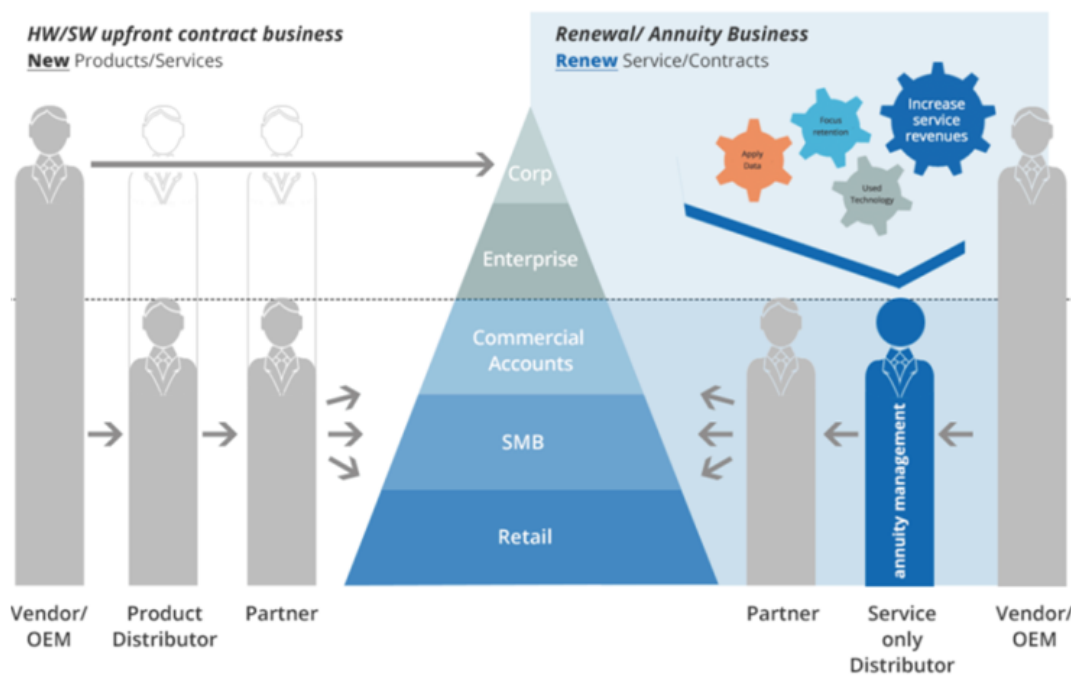


Annuity management solutions tailored to your success

100% SERVICE ONLY FOCUS

The complexity of contract management is not limited to the multitude of contracts with different terms and renewal conditions. The contractual relationships are also often diverse. Some contracts are concluded directly, others run through one or more distributors and others are the responsibility of the channel partners.

If a manufacturer renews the contract both directly and indirectly, this can lead to channel conflicts. The channel partner can't be sure whether they're really getting all of a customer's contracts submitted for renewal or whether the manufacturer may be trying to conclude particularly lucrative renewals directly. This lack of transparency makes it difficult to successfully manage renewals for partners. In addition, the confidence and motivation to invest more energy, time and resources in renewing contracts are often lacking.



We act as a focused and neutral service-only provider. In this role, we focus one hundred percent on the renewal of service contracts, are not in competition with the manufacturer, the up-front distribution or the resellers and are only paid when we succeed. Thanks to our clear focus, we are ideally positioned to proactively support the entire renewal process and, as a neutral service-only service provider, to ensure that customers receive optimal service.

About the Annuity Management Group

The Annuity Management Group specialises in revenue life cycle management and customer success management solutions for technology manufacturers. As a highly specialised independent service provider for recurring revenues ("annuities"), Annuity Management AG offers complete proactive and reactive end-to-end solutions for the support and optimisation of service revenue management.

For more information, see www.annuity-management.com