

PRESIDIO ILLUMINATE: INCITE PLATFORM CONSULTING

Building holistic solutions based on the needs of the business, leveraging existing investments and planning for lifecycle longevity.

CUSTOMER CHALLENGES

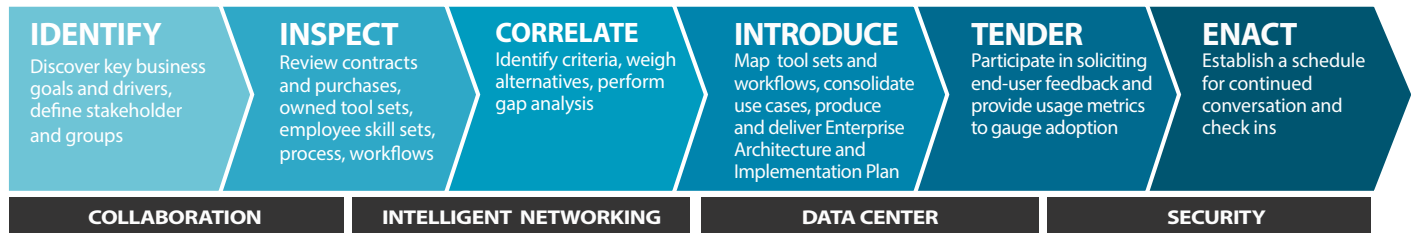
Presidio helps customers capture the economic value of digitally transforming their businesses. The INCITE program accelerates business value realization by promoting interaction between the lines of business impacted by the technology choices and those tasked with the procurement process.

This methodology constructs a bridge between the purchase of point products and the holistic design of solutions to:

- Drive productivity
- Increase sales
- Reduce cost
- Mitigate risk
- Ensure business continuity and other business drivers

OUR SOLUTIONS

The INCITE program includes six actionable lifecycle phases to help customers understand what tools they are entitled to and to assess the effectiveness of those tools both individually and together as a holistic solution.



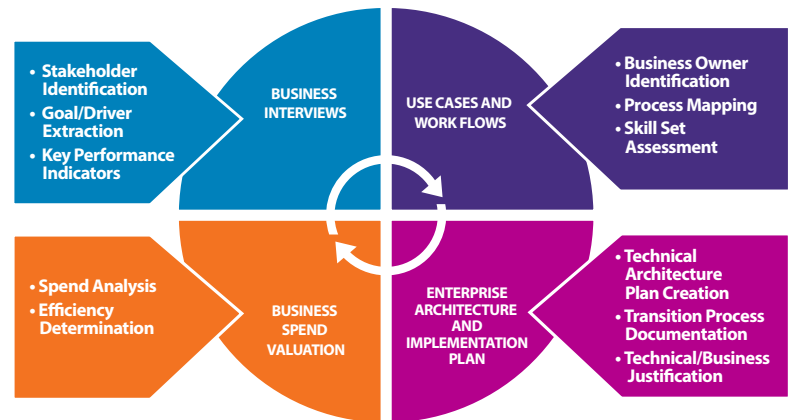
DISCOVER & UNDERSTAND

- Analyze existing technical solutions, financial investments, operational skill sets and procedures
- Interview IT Executive Sponsor and identified Stakeholders in the lines of business (IT, Cyber, Marketing, Customer Service, User communities, etc.)
- Understand the existing processes and cultural considerations
- Evaluate and translate critical business drivers and use cases
- Identify quantifiable Key Performance Indicators
- Determine the desired solution state
- Create and deliver holistic architectural options to achieve the desired state

DEVELOP & ADOPT SERVICES

- Create a high level implementation plan to execute the chosen enterprise architecture
- Create an adoption plan that addresses communications, marketing, training, support and measurement

CUSTOMER SPECIFIC ADOPTION PLAN MODULES



LIFECYCLE EXECUTION

- Conduct Quarterly Reviews to measure continued progress of the KPI's
- Recommend plan modifications to improve adoption

"Create and increase the perception that IT is a trusted adviser that can be consulted on technical decisions"

"By 2020, all new entrants and 80% of historical vendors will offer subscription-based business model."

– Gartner

CONTACT

For more information, contact presidioilluminate@presidio.com

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