

# PRESIDIO ILLUMINATE™: INCITE PLATFORM CONSULTING

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

At Presidio, we help our 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.

## 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

## LIFECYCLE EXECUTION

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

*"By 2020, all new entrants and 80% of historical vendors will offer subscription-based business models" - Gartner*

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

## UNIQUE BUSINESS VALUE LIFECYCLE APPROACH



PLATFORM ARCHITECTURE  
STRATEGY & ENABLEMENT

SOLUTIONS DESIGN AND  
LIFECYCLE ADOPTION PLAN