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

**CUSTOMER CHALLENGES**
Customers are looking for ways to accelerate business value realization by promoting interaction between lines of business and IT before purchase decisions are made. Many organizations lack a defined process to document the business requirements and objectives driving IT purchases. There are often multiple business units and locations affected by these decisions, creating a lack of visibility within IT for how changes impact end users, customers or business processes. Additionally, as workplaces become more collaborative and employees expect a better working experience, IT is forced to consolidate disparate systems serving the same function. Finally, with the proliferation of options for on-premise, cloud and hybrid-cloud solutions combined with multiple purchase and subscription models, documenting and validating why IT is making their decisions has become more important than ever before.

**OUR SOLUTIONS**
Presidio INCITE enables customers to have new ways of evaluating technology purchases, performing application rationalization, and defining deployment methodologies based on current and planned investments. The INCITE methodology constructs a bridge between the purchase decision and a holistic solution design that incorporates specific business outcome objectives including productivity improvements, increased sales, improved employee experiences, reduced cost, mitigated risk and business continuity.
PRESIDIO INCITE SERVICES INCLUDE:

- Analyzing existing technical solutions, financial investments, operational skill sets and procedures
- Interviewing IT Executive Sponsor and identified Stakeholders in the lines of business (IT, Cyber, Marketing, Customer Service, User communities, etc.)
- Understanding the existing processes and cultural considerations
- Evaluating and translating critical business drivers and use cases
- Identifying quantifiable Key Performance Indicators
- Determining the desired solution state
- Creating and delivering holistic architectural options to achieve the desired state

“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

CONNECT WITH US
For more information, please contact us at presidioilluminate@presidio.com
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