

PRESIDIO ILLUMINATE: EXCITE ADOPTION SERVICES

Reducing the gap between software acquisition and the actual business value realized.

CUSTOMER CHALLENGES

In today's changing world, customers are faced with new challenges related to the software assets that enable Digital Transformation. These include variable consumption options, complexities of bundled offerings, ensuring the utilization and consumption of what has been licensed and measuring the business impact of these efforts.

Cisco Digital Network Architecture (DNA) affords customers the opportunity to implement intent-based networks that react and transform based on intelligence. But, how do you design and foster that intelligence?

BETTER! FASTER! STRONGER!

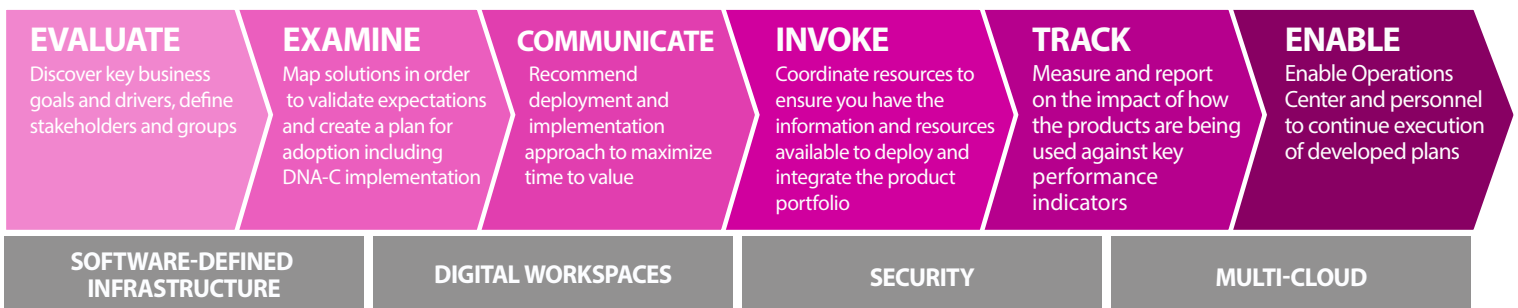
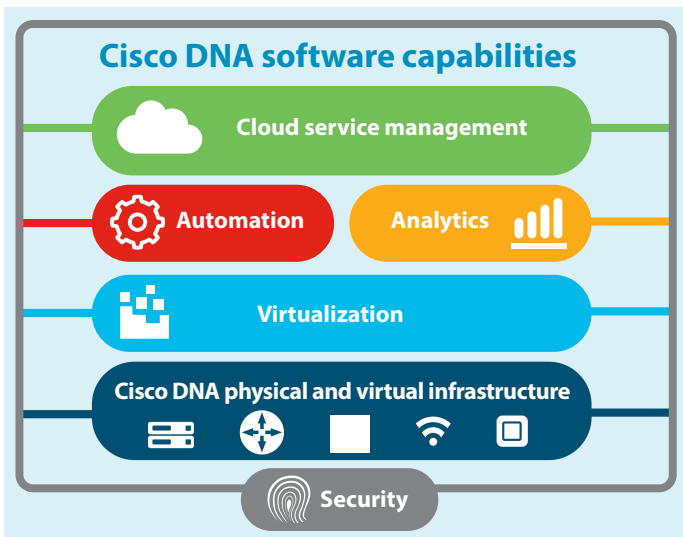
Let Presidio help you to deliver on the promise of intent based networking by creating plans that help you attain:

- Less complex networks
- Faster time to resolution
- Increased speed to change
- Efficient network administration
- DNA Center readiness
- Actionable Intelligence

All tied to your relevant business outcomes, use cases, and drivers.

OUR SOLUTIONS

Presidio EXCITE focuses on the onboarding, activation, and adoption of software solutions so customers can realize the full value of technologies purchased. The Presidio EXCITE program utilizes a set of discovery, analysis with readiness, communication and measurement methodologies to ensure successful software adoption.



FOCUSED ATTENTION:

- Dedicated Customer Experience Manager
- Onboarding & Provisioning software entitlements
- Product portal review and setup
- Smart Account/Licensing creation & assignment
- License entitlement education, conversion and management

DISCOVERY:

- Stakeholder Consultation & Discovery
- Critical business drivers & factors
- Use case / technical & business processes
- Quantifiable Key Performance Indicators
- Consumption usage, changes & trends
- Implementation & Adoption Planning

DNA-C ACCELERATION:

- DNA Readiness workshop
- DNA Center Appliance Installation & Cloud connection
- Initial Device Discovery & Site Assignment
- DNA Assurance Troubleshooting & Use Case Testing
- Macro Implementation Plan
- Operational Support Plan

LIFECYCLE EXECUTION:

- Utilization review and analysis
- Key Performance Indicator (KPI) tracking & analysis
- Adoption optimization recommendations
- Planned and emerging roadmap education
- Scheduled technical & business reviews



CONNECT WITH US

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

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