

# EBC PROGRAM

Strategize, plan and learn with our experts



## TURN VISION INTO VALUE IN 2-4 HOURS

Our executive briefings are customized discussions, facilitated by Presidio business and technical executives – not podium-based presentations. We provide a virtual, online environment where together we can explore, learn and strategize. Knowing how busy customers are, we have created virtual experiences that range from two to four hours.

### TOPICS:

We always start off with a “Voice of Customer” Insights Session, to put everything in context of your business goals and IT priorities. From there, each briefing is a customized, open discussion with our best and brightest subject matter experts.

### Some of our most in-demand topics currently include:

- ◆ **Digital Transformation**  
Translating business requirements into technology solutions and roadmaps.
- ◆ **Industry Trends**  
Emerging technologies and best practices on bringing enablers like AI, robotics, and edge computing out of the labs and into production.

- ◆ **Cloud**  
How to do cloud right, for migrating existing applications and for building new cloud native applications.
- ◆ **DevOps & Automation**  
To provide continuous delivery and faster deployment.
- ◆ **Cybersecurity**  
Including hot topics such as SASE and endpoint security.
- ◆ **Virtual Tours**  
For customers interested in learning more about Managed Services, we can also provide a virtual tour of our state-of-the-art NOC facility, as well as our vSOC capability and discussion of our lifecycle services.

## WHAT'S DIFFERENT ABOUT PRESIDIO EBCs:

When we ask customers what they value most about Presidio, answers typically include our technical proficiency and expertise, along with an ability to translate business goals into relevant IT solutions. Our 3:1 ratio of technical experts to sale is the highest in the industry.



**“Presidio is an excellent partner, with the deep industry and technical knowledge to assist where we are lacking. The executive briefing was instrumental in helping us think through a too-vast array of vendors and products, to get to the right approach for our business”**

*– Enterprise Customer, September 2020*

## OUR EXPERT DISCUSSION LEADERS:

EBC discussion leaders typically include subject matter experts from across the company, and in many cases are former CIOs and CTOs.

- ◆ Presidio Executive Leaders
- ◆ Office of the CTO
- ◆ Enterprise Architect Team
- ◆ Solution Architects
- ◆ Cyber Security Experts

## HOW TO SCHEDULE

**It's simple:** talk to your Presidio account executive.