

When your technology partners offer you an Executive Briefing Center (EBC) visit, is it time well spent? Do you find that your 'partners' don't quite understand how you operate, what your priorities are and think that technology is the answer to everything? Do your 'partners' offer a choice of best-of-breed, fit-for-purpose solutions or are they already lining up vendor product overviews; taking a "let's see if we can squeeze a square peg into a round hole". If a hammer was the right tool for every situation, this may be the right approach.

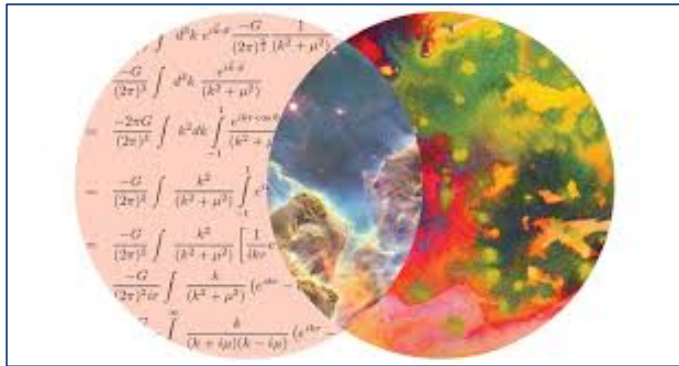
Want to try something new that is not your typical Executive Briefing? A use of your time that considers the right tool for the right job? You will have no problem staying awake in a truly collaborative session we call the ECW (Executive Collaboration Workshop).

Our Focus

Let's start by understanding your current state, including your strategy and struggles. Working with our partner ePlus, we can truly address your IT ecosystem of people, process and technology with enough options to enable the right solutions are integrated into your environment. We don't want to address every possible solution (this will just add to your stress and cause confusion), but what to jointly focus on with your team, to produce an outcome based prioritized plan.

Our Approach

Using Paragon's APEX modeling software with some high-level information you provide, we will quickly pinpoint what the current state of the IT nation is within your business. This will lead to an immersion with you in a conversation painting a picture of the landscape. Taking a 30k foot view of the current state with key KPIs will assist us in defining or confirming your business alignment goals and the potential outcomes of our specific next steps. This takes care of the 'science' of IT Management; we will then delve into the 'art' of IT Leadership: how to enable effective change.



We recognize that your time is valuable. We will respect your time by investing our best resources to make this collaborative experience worthwhile and an event you will look forward to repeating.

What You Can Expect

During the initial parts of your confidential ECW you will share your current situation: (the good, the bad and the ugly) with our like-minded, experienced, 'C' level advisors. We will then assess and collaboratively agree on the current state of your department based on the existing capabilities of your organization, its processes and the technology it uses. We will then review and consider the viability of the vision and the strategy (if one exists) to get there. This will allow us to determine key focus areas that will build the foundation and contribute to your success; this will take the form of selecting personalized consultative sessions with our experts.

- ▶ A summary of your current risk, cost and maturity
- ▶ A gap analysis review of current low-hanging fruit and opportunities
- ▶ A comparison of current strategy and suggested strategy outlining benefits of any changes
- ▶ A dynamic, customized agenda to address the specifics of your rejuvenated strategy
- ▶ Expert insight into solutions, approaches and pitfalls
- ▶ Mutually agreed expectations and definitions of success with business outcomes to be achieved within 12 months
- ▶ A 3-6-9-12 month action plan of execution
- ▶ Confidence in you and your team's ability to drive success with a trust-based partnership with Paragon/ePlus



Executive Leadership Executive Collaboration Workshop

About Paragon Solutions Group:

Paragon Solutions Group helps IT teams more effectively interact with the rest of the business to enable growth and agility. Our progressive approach to IT maturity and our focus on measurable outcomes provides IT organizations with the perspective, methodology and tools to build a strong foundation that serves and is valued by all of IT's stakeholders

About ePlus:

From Cloud, Security and AI to Digitization and Managed Services, we help organizations navigate their technology options – and then design, orchestrate and seamlessly implement solutions. Backed by a staff of experts, more than 650 of whom are certified on the latest technologies from industry-leading IT companies, ePlus provides unparalleled guidance and expertise that allows customers to maximize the return on their technology investments.