

Do you have a handle of your IT asset situation? Do you know everything that you have, where it is and where you are using it? Have you defined your IT assets? They could be anything from a license, a piece of software, a process, data, even a person – anything of value. Have you identified contractually what you can do with each asset or operationally how you can maximize its value and financially reduce the physical or operational cost of it? Most IT/Sourcing departments don't, nor do they really understand why it's so important.

## Our Focus

IT Investment Optimization (ITO) focuses on the decision-making discipline for maximizing the business value received from IT Spending (investments). ITO blends contractual standardization, financial transparency of services and products and operational optimization of IT resources. The objective is to provide technology leaders and business partners the facts needed to collaborate on running IT like a business.

- ▶ *Increase Visibility* to assets and spends through projects and consolidated platforms
- ▶ *Adopt and Standardize Reference Architectures* for technology stack deployments – stopping rogue IT and instituting appropriate governance
- ▶ *Utilize Enterprise Content Management Systems* to add or consolidate installations, to manage licenses, enterprise content and usage information
- ▶ *Contract Accountability Based on Strategy and Compliance* – not just terms – through stronger contract definition and improve visibility and connections between daily encounters and agreements.



## Our Approach

We help IT Management focus on the business outcomes associated with IT investment optimization. Today's businesses are data driven. Contract, Operations and Financial data are areas often forgotten when the term "IT Asset" is discussed. Organizations must focus on this first in order to achieve IT, operational and business efficiency, effectiveness – up to and including stakeholder satisfaction.

## What You Can Expect

The first initial engagement is approximately 120 hours (spread over 4 weeks). We will interview key personnel and assess key artifacts. Our standard methodology is tailored to your specific organization with information and participation from you about your company and its tools, people and processes. Utilizing a structured process, you'll receive a clear baseline of IT financial spend and identify your IT Business Management maturity level with expected business outcomes that focus in three areas of IT Assets: Contractual, Financial and Operational.

- ▶ **Contractual:** Compliance, negotiation, contract management, vendor management, SLA management
- ▶ **Operational:** Asset discovery, inventory management, asset tracking, technology refresh
- ▶ **Financial:** Procurement, budget, cost control, investment strategy

We will provide a baseline analysis and roadmap starting from where you are today, and your potential maturity based on your organization's resources and ability to execute. You will gain insight into the potential business outcomes that improve your stance on risk, cost and effectiveness to improve the maturity level and your ability to execute.

## 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.