



Professional Services

OVERVIEW

At Data Strategy, our experts know precisely how to support your infrastructure needs because we have experienced them firsthand. Working closely with your team, we build true relationships and deliver solutions that keep you well in front of the competition. While you may be facing new challenges, our team has successfully guided clients through many technology transformations.

As a business partner, we are accountable to our clients for the outcomes engaged. This necessitates a focus on maintaining qualifications through highly-skilled and diverse engineering talent for all represented hardware and software technologies. We employ a broad staff of engineering talent with experience in multiple industries, and we maintain aggressive competency and certification requirements specific to our clients' needs.

BUSINESS VALUE

Quality, consistency, execution, strength of knowledge, enterprise-level expertise – these are the hallmarks of our professional services offerings.

Working with customers in all industries, including education, state and local government, healthcare, education, manufacturing, and retail, our subject matter experts serve as trusted advisors to deliver enterprise-level solutions based on today's leading-edge technologies.

Our Approach

Our approach is based on understanding your complete infrastructure holistically, rather than just bringing knowledge of a product to the table. We take a vendor-agnostic approach to your infrastructure, with expertise spanning everything from storage to orchestration. And because our onsite engineers, deployment teams, and project managers are trained in multiple disciplines and technologies, our services model is distinctly different from our competitors.

Our Experience

When it comes to industry expertise, we're not like everyone else. We bring in top-level talent from across the Midwest. With 35 percent of our staff focused on engineering. Our employees have engineering experience in more than 50 different disciplines, and they provide cross training, certified project management, and advanced consulting, while following the best practices of today's leading manufacturers.

OUR SOLUTION

Our professional services practice provides client assistance at any or all of the three stages below:

Assess

Building a roadmap to Point B requires that we have a clear understanding of Point A, or today's current state. Our assessment process focuses on you, the client. We listen carefully to your business needs while assessing your existing technology infrastructure

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CAPABILITIES & EXPERTISE

Data Strategy employs a team of Subject Matter Experts with diverse industry experience to facilitate workshops with clients. This focused attention provides clients with access to a breadth of real-world insights that help drive quick definition of the recommendations and approaches that best yield success.

and its related challenges. During this process, we help facilitate and gather input from key stakeholders inside the business, who know what they need from a business perspective but not necessarily how to support through IT.

Whether it's helping you transform into a converged infrastructure or focusing on your existing technologies, we walk alongside you to identify business and technology goals, overcome fear and uplift skill sets, and create a roadmap for change. Our multi-pronged approach can help you transition seamlessly to a more service-oriented architecture, based on five essential characteristics:

- On-demand self-service
- Broad network access
- Resource pooling
- Rapid elasticity
- Measured services

Our methodology creates logical and physical solutions that work within the constructs of an "Any Size, Any Location, Any Industry" model.

Design

Defined by you and designed by our team, your solutions address the delivery, accessibility, and protection of your data and applications. These solutions are vetted, staged, and implemented to meet your business demands while minimizing time to results.

Our efforts result in a research document that clearly identifies gaps in business processes, supporting technologies, and staff skill sets. The assessment phase sets the stage for designing and deploying a best-in-class, customized solution for the business. We then translate these business needs into a strategic technology vision — a technology roadmap — that mirrors and supports the overall business goals of the organization.

The document that results focuses on four key areas for your strategic initiatives:

Keep the Lights On

These projects typically do not provide revenue opportunities but are necessary to keep the environment operating effectively and efficiently. Projects include:

- Infrastructure enhancements for high availability, redundancy and failover

- Applications Maintenance
- Disaster Recovery
- Hardware Refresh

Efficiency Gains

These projects often consist of eliminating manual processes and move towards automation so that staff members can be re-allocated to more value added tasks. Projects usually include:

- Implement Salesforce.com for the sales teams management of the sales process
- Applications that provide profitability information
- Business Intelligence/Data Warehousing reporting systems that provide data that will enable the business to make decisions based on revenues

Revenue Generating

These projects provide the ability for the organization to utilize new applications, new processes, or new tools to increase company revenues. Projects include:

- Initiatives that eliminate manual work resulting in the redeployment of staff to more value-added projects
- Virtualization & storage enhancements

Operating Cost Reductions

These projects provide the organization with the ability to reduce the costs for doing business. We typically review all maintenance contracts and help you find opportunities for consolidation and reductions.

Deploy

The deployment phase of any technology project is where we really shine. PMP-certified project managers help scope, track, and manage complicated initiatives from start to finish. Our project managers and deployment engineers account for constraints, assumptions, KPI's, funding, roles and responsibilities, and risks.

We have helped hundreds of clients – from smaller to large enterprises, across multiple industries – successfully implement new technology solutions. Our deployment staff have all earned their stripes and are trained and certified on the latest technologies offered by leading manufacturers.

