THE NETWORK COLLECTIVE

SERVICE DESCRIPTION

STRATEGY DEVELOPMENT SERVICES

THE NETWORK COLLECTIVE

STRATEGY DEVELOPMENT

Service Overview

Leverage TNC's market data, insight, and latest technologies and innovations to develop industry-leading strategies for your network, telephony, contact centre, mobile, and cloud services to enable you to achieve your technical, operational, and commercial objectives

Key Deliverables

- Baseline of current services
- Detailed Statement of Requirements
- Future state strategy including technology design, and commercial modelling
- Roadmap for transition and detailed, executable project plan

Typical Project Duration

- 8 weeks

Fee Model

- Fixed fee, invoiced 50% on commencement and 50% on completion

Key Benefits

- Strategy is critical – sets the roadmap for the next 3-5 years
- It allows new technology to be adopted
- It enables intelligent decisions to be made that build towards the target end-state
- Without a strategy, all decisions are tactical and likely to lead to poor outcomes – messy technology landscape, messy supplier landscape, over-spending

THE NETWORK COLLECTIVE

Addressing Common Challenges

Challenge	Resolution
We haven't got time	• It only takes a few weeks and saves time in the long run by streamlining the rest of the process • Most actions in our process have to be done anyway e.g. baseline capture, requirements capture etc.
We don't have budget	• Our process saves money by identifying the best possible commercial, technical and operational strategy with lowest TCO • On average we deliver a 22x ROI
We get insight from our suppliers	• Suppliers will always recommend their own solutions – they aren't independent
We can do it ourselves	• DIY is impossible without access to competitor and market data • CIOs and boards don't want DIY – they want to see genuine independent, expert analysis