

## Network Solutions

### Are You Ready to Do More with Your Network?

The trend toward convergence is changing how networks are designed, operated and maintained. It is driving modifications to existing infrastructure and increasing collaboration among previously disparate parts of your IT operation—storage, data center, network and server. Your network must continue to perform, meeting the demands of your day-to-day business while accommodating strategic initiatives such as cloud computing and streaming video. At the same time, IT organizations are heavily resource constrained. Finding time or budget for new projects is increasingly difficult. Forsythe has the breadth of expertise to help you meet the challenges and realize the benefits of today's complex network environments. We offer comprehensive solutions that enable your organization and your network to work smarter—the best way to meet both business and budgetary requirements.

### Our Approach

Forsythe's goal is to enable your organization to invest in solutions that provide the best fit and the most value for your business. Our vendor-independent approach to the technology marketplace and our state of the art Technology Evaluation Center allow us to design turnkey solutions that maximize return on investment and result in measurable outcomes.

We work with organizations to optimize cost, maximize performance and solve business problems through technology. Forsythe has broad expertise in networks, applications, data centers, information security and storage—giving us a unique perspective on the

interdependencies between your network and other areas of IT. We understand how any change can affect the performance of your overall infrastructure and business operations.

Forsythe's diverse experience reaches across all areas of IT infrastructure and encompasses a broad range of industry verticals. Our experience with leading technologies and manufacturers enables us to develop creative solutions that align with business drivers and corporate goals. We can show you how to do more with your network—including how to reduce operating expenses, improve efficiency and enhance communications with your customers, partners and employees.

## How Forsythe Can Help

At Forsythe, we draw on our experience in business analytics, cost modeling, solution implementation and integration to help you locate inefficiencies in your existing network environment and identify opportunities for improving your infrastructure—and your bottom line.

### **Building Strategies and Business Cases**

Forsythe works with your organization to develop short-term, mid-range and long-term strategies for optimizing your network infrastructure that are based on your goals and financial objectives. We help your organization build a solid business case and find funding solutions to get initiatives approved and off the ground.

Forsythe can conduct in-depth business case analyses and financial modeling for any project. We examine equipment, maintenance, and depreciation costs. Then, we conduct a series of interviews with key IT and financial decision makers to develop an understanding of service-level considerations for IT service delivery. Our process gives you a clear perspective of potential CAPEX and OPEX reductions, as well as ideas for improving efficiency and reducing risk in your network.

### **Try Before You Buy in the Forsythe Technology Evaluation Center**

Forsythe's Technology Evaluation Center gives your organization a unique opportunity to architect effective solutions before making an investment and to "try before you buy"—significant advantages in evaluating mission-critical components in an enterprise infrastructure. This facility features an independent test bed demonstrating more than 200 technologies from major manufacturers. It provides a secure environment, equivalent to an enterprise data center, aimed at containing costs and maximizing solution results and performance.

Forsythe offers a full spectrum of pilot and proof of concept options so you can be certain that a proposed solution is the right one for your business.

### **Implementing Solutions**

Because there is no "one-size-fits-all" implementation strategy, Forsythe works with you to find the implementation strategy that best fits your organization's needs. At Forsythe, we have the resources and expertise to manage complex technology deployments from start to finish. As an alternative, we can work with your team to build a standardized process, handing the remainder of a project off to your organization for completion.

At the Forsythe Integration Center, we can provide further support by staging equipment, tagging assets and completing equipment builds—accelerating the time to deployment and reducing your need for on-site resources.

### **Providing Day Two Support**

Because Forsythe understands the challenges that can arise after a solution goes into your production environment, we offer support that extends beyond implementation. Forsythe offers a variety of flexible 'Day Two' support options that are designed to meet your needs. For example, Forsythe can train your staff so they are equipped to provide day-to-day internal support or we can manage on-going support for your organization through our certified, 24 hours a day, 7 days a week, Network Operations Center.

### **Navigating the Technology Marketplace**

The technology landscape is constantly shifting and every manufacturer wants to gain a larger share of your IT spend. This can make sorting through the "noise" in the marketplace to find solutions that are right for your organization time-consuming and overwhelming. Forsythe is vendor-independent and holds the highest level of certifications with all major technology providers. We can serve as your advocate, protecting your interests in the technology selection process and in negotiations with manufacturers.

## Forsythe Network Solutions

Forsythe recognizes the challenges that organizations face. We have solutions to address all areas of your network.

### Network Infrastructure

Network design, operation and maintenance requirements are changing as emerging trends such as cloud computing, virtualization and high-definition business video begin to move into the mainstream. The need for increased bandwidth is creating opportunities for organizations to optimize network performance while reducing longterm costs. Cross-functional teams are necessary to manage the complex interdependencies of today's high performance environments. Forsythe can help your organization ensure that your network will meet the demands of your business—now and in the future.

Forsythe has expertise that extends across the entire IT infrastructure. Our experience with multiple manufacturers and solutions focuses on integrating Network and Data Center solutions and optimizing network performance to enable enterprise IT applications.

For example, Forsythe works with organizations to address projects that include:

- Network Inventory Assessment
- LAN/WAN Architecture Assessment
- Network I/O Virtualization Design and Implementation
- Data Center Fabric Consolidation Financial Analysis and Design
- WAN Optimization Strategy and Deployment
- LAN/WAN Implementation Services

## Unified Communications

Unified Communications is changing the way we work—increasing opportunities for collaboration with colleagues and partners across the globe and giving your workforce and your business more flexibility than ever before.

Forsythe offers a full suite of Unified Communications solutions and services, including cost modeling. We will show you how to leverage Unified Communications, including ultra-high resolution business video, to drive increased productivity in your business while reducing operational expenses.

At Forsythe, we have the unique ability to demonstrate these solutions and reference architectures in our Technology Evaluation Center. In addition, you can experience the power of Unified Communications for yourself in our Cisco TelePresence suites. For example, Forsythe works with organizations to address projects that include:

- IPT Financial Analysis
- IPT Architecture Assessment
- Unified Conferencing Strategy and Deployment
- Video Conferencing and TelePresence Strategy and Deployment
- Contact Center Strategy and Deployment

## Mobility

Anytime, anywhere connectivity is no longer a luxury, but rather a business requirement for most companies. Forsythe will work with your organization to develop, evaluate and enhance its wireless network strategy, aligning it to your plans for business growth and changes in your workplace.

For example, Forsythe works with organizations to address projects that include:

- Wireless Strategy and Deployment
- Wireless Site Survey

## Why Forsythe?

- At Forsythe, we are proud of our reputation as an independent advisor to Fortune 1000 companies. We are interested in long-term business relationships—not short-term gain. Many of our customers have been with us for more than a decade.
- Forsythe is responsive and accountable. On average, Forsythe team members have 15 years of experience in the field. We understand your challenges because we've seen them before—across a wide range of industries and businesses.
- Forsythe is easy to do business with — your organization has access to the full spectrum of our resources throughout the solution lifecycle, including the Forsythe Solution Design Center and our highly qualified Solution Architects.
- Forsythe doesn't cost more. In fact, we can drive cost out of your environment by helping your organization operate more efficiently.
- Forsythe offers flexible financing to make the projects fit within your budget. For example, we can help your organization shift CAPEX to OPEX through leasing.
- Forsythe is a stable, employee-owned company with nearly 40 years of experience helping organizations overcome business challenges through IT.

### Get the Forsythe Advantage.

For nearly 40 years, Forsythe has delivered forward-thinking advice, technology and operation-enhancing solutions. As an infrastructure advisor, Forsythe can help you address every aspect of your architecture, including how new solutions may affect the bigger picture. Working with every major provider, Forsythe acts as your single point of contact for managing the cost, effectiveness and risk related to your information systems.

### Let Forsythe Help.

Business objectives—and business issues—don't exist in a vacuum. Forsythe identifies and addresses IT interdependencies to deliver solutions that work across your enterprise. Call us today.

