

# The ROI 360 Engagement Process

Review - Optimize - Implement

At Open Spectrum, we follow a proven engagement process that we call **ROI 360**. The relationship we establish with our agents and clients follows this life cycle to meet your immediate business need and long-term strategic goals.

As a strategic overlay, Open Spectrum will:

- Provide full visibility into your existing IT budget and how it can be optimized using both current and new technologies and platforms
- Build a road map of potential initiatives to provide quick impact on IT budget, shore up infrastructure resiliency, and mitigate business risk with focus on empowering the business through modern IT practices
- Initiate renegotiations with current vendors and source new vendors if needed, utilizing data center marketplace knowledge and experience
- Assist with internal organizational approach to get project approvals and move initiatives forward



## How the ROI 360 Engagement Process Works

### REVIEW

The first step is for us to review your current situation and future needs. This involves a detailed technical and business review that allows us to map your existing applications, services, contracts, providers, teams and related infrastructure to your primary business goals and drivers. This review will cover details of all mission critical IT and facilities. Services will include the following:



### OPTIMIZE

Once the review is completed and we have developed a total cost of ownership model, we can provide detailed data based recommendations that outline how to best optimize the environment and/or modernize it while supporting both the strategic business goals and operational initiatives. Depending on what is uncovered during the first stage, these recommendations will include the following:



# How the ROI 360 Engagement Process Works

## IMPLEMENT

The final phase of our process comes only after we have reviewed our recommendations with you and we come to a clear understanding around how you would best like to proceed, given the data presented. This phase will include:



Tactical Assignments  
and Responsibilities



Written  
Statement of Work



Outline for Ongoing  
Project Management

For more details on how Open Spectrum can help you build the ideal solution, contact us at [919.241.1914](tel:919.241.1914) or visit us at [www.openspectruminc.com](http://www.openspectruminc.com)

## Case Study Our Experience Saves You Time and Money

### All Covered

Managed an initial assessment and complex national data center and network expansion across 3 regions with negotiated wholesale power pricing on a 5 year term with substantial contract flexibility.



Managed initial assessment, hyperscale hardware architecture, network and regional data center deployment optimized for cost, flexible contract terms and latency to strategic partners.



Stepped in after an internally managed RFP process had delivered what was thought to be "best and final" from a premier service provider. Our process produced per cabinet savings of over 50% beyond "best and final".



Coached infrastructure team through a significant renewal and ongoing expansion contract with an incumbent service provider. Our strategic counsel provided over \$250K/year in contracted savings.



Aggressive contract flexibility, pricing and terms negotiated for national and international wholesale data center and network deployments within Europe and AsiaPac.