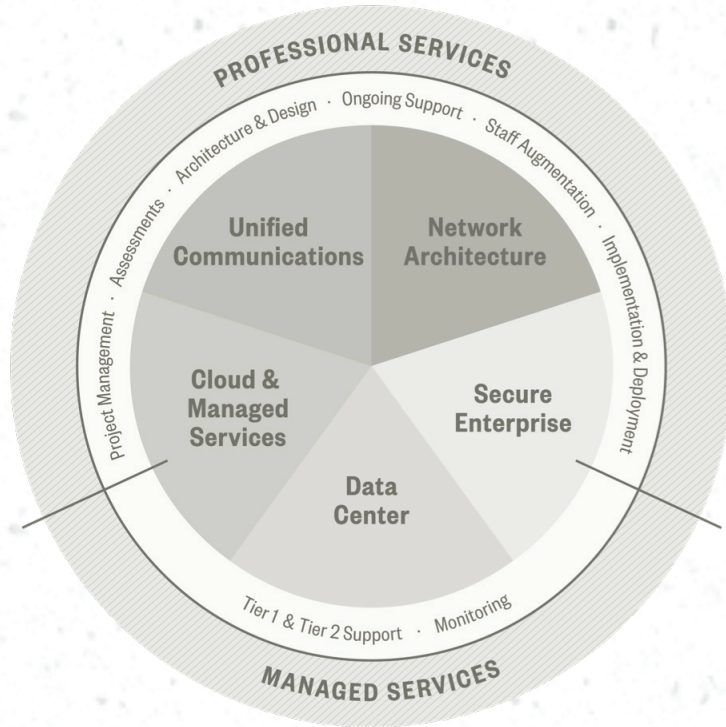


# Our Process



## BUILDING RELEVANT INFRASTRUCTURE

- Understand Business Drivers
- Craft a Technology Roadmap to accommodate Business Drivers
- Establish a Standard-Base Architecture to facilitate the Technology Roadmap
- Produce Configuration & Hardware Standards to solidify the Standard-Base Architecture
- Assess the current state against documented standards
- Prepare a Gap Analysis of the current state assessment
- Outline a course of action to Gap Analysis
- Design a framework for Implementation based upon Bedroc Bricks
- Adhere to Industry Best Practices regarding Security, Compliance, and Value

## THE VALUE OF BEDROC PROFESSIONAL SERVICES

### STANDARDIZATION & AUTOMATION

- Standardization helps to maximize compatibility, interoperability, safety, repeatability, and quality
- Enterprise standardization leads to operational productivity gains of 60% or more (Gartner, Downtime Costs, 2015)
- Increased speed allows you to implement or integrate with our use of DevOps

### EXPERIENCE

- Each of our PMs and consultants engage in dozens of network refreshes, data migrations, voice implementations, and acquisition integration projects every year
- For our clients, these are infrequent, one-time events that stretch the expertise and availability of their staff

### MANAGED SERVICES

- Instant scalability for your IT staffing—scale up or down to meet your needs
- Increased service levels—24x7x365 support from the right level of expertise
- Low capital outlay with predictable monthly costs

### CONSULTING

- Bedroc follows a collaborative consulting approach by utilizing seasoned Project Managers (PM), leading detailed architectural Whiteboard Sessions, and adhering to the clients Change Management process.

# BED ROC

### CONTACT:

615.815.1785 | [hello@bedroc.com](mailto:hello@bedroc.com)  
3351 Aspen Grove Drive, Suite 350  
Franklin, TN 37067

### CUSTOMER SUPPORT:

615.815.1785 | [support@bedroc.com](mailto:support@bedroc.com)

### AFTER HOURS SUPPORT LINE:

888.442.8435

# BED ROC

# Mergers & Acquisitions Solutions



# Due Diligence Phase

## ASSESSMENT OF RELEVANT INFRASTRUCTURE:

- Assess the IT environment “as bought” against enterprise standards
  - » If the enterprise standards do not exist, Bedroc can consult with you to define standards that are relevant
- Understand what capital investments are going to be required



# Architecture, Assessment & Analysis Phase

## WHAT DOES THIS PROGRAM APPROACH MEAN TO THE CLIENT?

- Standardized and consistent infrastructure throughout the enterprise
- An acquisition methodology to quickly onboard facilities
- Compliant, dependable, and secure infrastructure
- Better service to your remote locations
- Predictable costs for enterprise IT services

## M&A SERVICES BREAKDOWN

### ARCHITECTURE

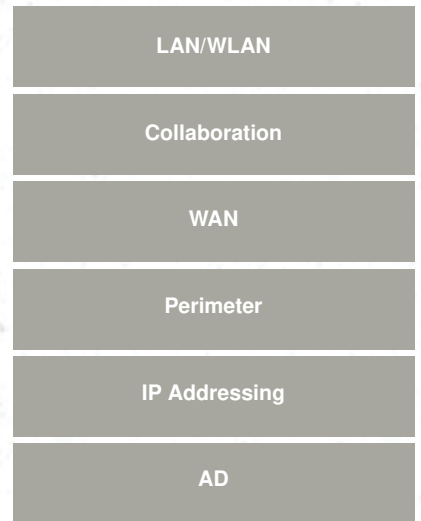
- Technical Roadmap Development
- Holistic Architecture

### ASSESSMENT and ANALYSIS

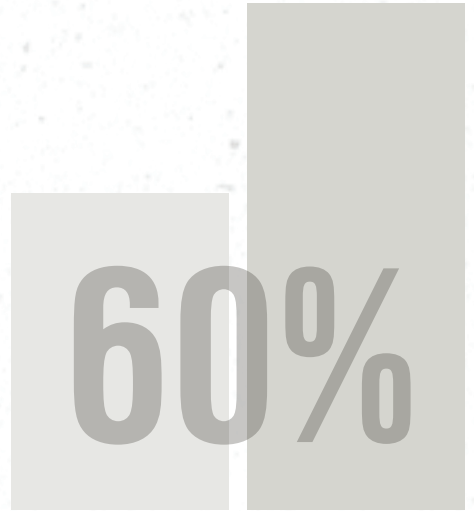
- IT Debt Due-diligence Analysis
- Specialized Technology Assessments
- Gap Analysis against Industry Best Practices

### INTEGRATION

- Normalizing HW, SW, and Maintenance
- Professional Services
- Upgrades
- Conversions
- Migrations



**ENTERPRISE STANDARDIZATION LEADS TO OPERATIONAL PRODUCTIVITY GAINS OF 60% OR MORE**  
(Gartner, Downtime Costs, 2015)



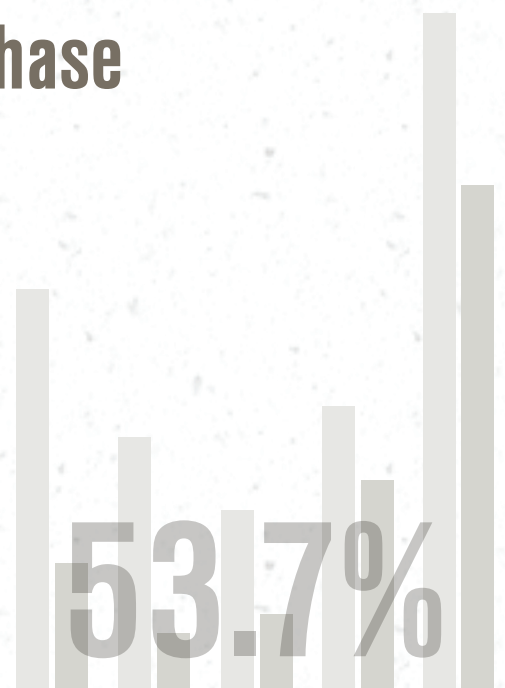
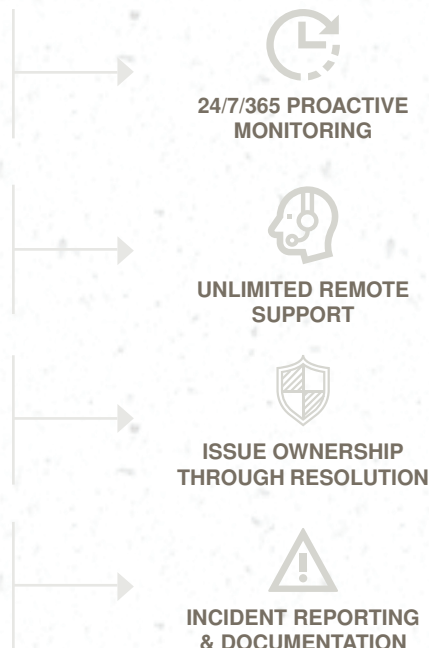
# Ongoing Operational Support Phase

**STAFF AUGMENTATION**  
Not enough resources to complete everything

**ACQUISITIONS**  
New divisions being added and unclear how to support

**KEY IT PERSONNEL DEPARTURES**  
Great way to backstop in the event someone leaves

**RETENTION**  
Generally engineers don't care for support. Means to retain personnel and give peace of mind



**COSTS SAVINGS FOR MANAGED SERVICES AT REMOTE LOCATIONS**