



PINNACLE

Technology Assessments & Strategic Planning

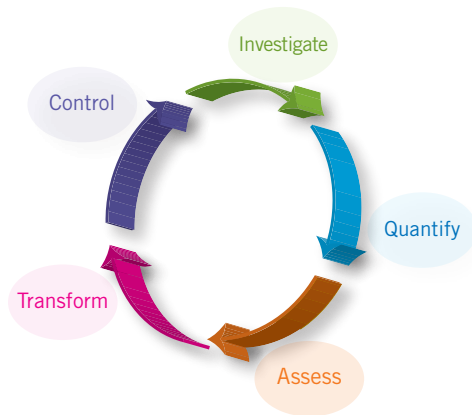
Helping you get the most out of your IT investment

Experience has shown companies that objective, third-party technology assessments have proven to be instrumental in identifying weaknesses or breaches in their environments before they adversely impact their business. The goal of Pinnacle's Technology Assessments and Strategic Planning offering is to identify areas within IT that can benefit from consolidation or outsourcing and deliver a roadmap with justifiable return on investment over the life of the plan. Companies often discover that it costs more to maintain an older environment than it does to replace it with current technology. Ultimately, the goal is to insure that an IT organization is delivering value to the various business units it supports.

Consolidation strategies across the entire IT landscape will often deliver technological improvements combined with significant cost advantages. This is just one area that **Pinnacle's Custom Assessment Offering** can help. We can also assess the way your company utilizes technology and delivers service and support, in order to make recommendations for costs savings and service level improvements. Our assessment offerings detail the impact of recommended changes, taking into account your technical and business strategies for the future. Ultimately, our analysis will determine whether proposed changes can be cost-justified. Then, we help you make choices on how to proceed confidently with the proposed plan. Our executive-level and technical consultants work with you to inventory and document your existing IT environment and detail the associated costs. Our people are not only specialists in interpreting the assessment results and applying them to your specific environment; they are also specialists in determining which cost factors are most significant for a quick return on investment.

The Pinnacle Approach

When performing a formal assessment, we employ a proven 5-step methodology to accurately assess the existing environment and make the necessary changes to transform and maintain a new environment long term.



Focus Areas

Pinnacle's assessment methodologies are designed to encompass the entire IT landscape and can be directed to any subset of the following areas based on customer preference:

- Server & Storage
- Service & Support
- Application Portfolio
- Governance, Standards & Security
- Disaster Recovery & Business Continuity

Solution Highlights

The Pinnacle Approach

Pinnacle offers an objective, third-party assessment proven to help identify business critical weaknesses in your environment.

Save Money

Strategies across the entire IT landscape will often deliver technological improvements combined with significant cost advantages.

Proven Methodology

Pinnacle employs a proven 5-step methodology to assess your existing environment.

Outstanding Support

Pinnacle's nationwide team of certified, experienced specialists are organized to help you with specific business challenges.

Pinnacle's Depth & Breadth

Pinnacle is simply not your traditional solution provider. We represent many of the industry's leading manufacturers along with having disciplines in Professional Services, Application Development, Managed Services and Hosting Services.

Pinnacle's Approach

We never take a generalist's approach with our customers. We always engage the proper resources to ensure our recommendations are truly the right ones for our customers. Whether it's a Technology Assessment, Infrastructure Design or Implementation, or simply a point solution, Pinnacle is focused on the customer's needs.

The Results

Upon completion of a formal assessment, Pinnacle will present findings and recommendations in a written executive report:

- Summary of goals, objectives and findings
- Description, illustration and cost of operation of the existing and proposed environments
- Detailed return on investment (ROI) and total cost of ownership analysis
- Recommendations for staffing and training
- Technology roadmap

The Benefits

- Identifies the true cost of operation
- Ensures IT plans are strategically aligned with the objectives of the business
- Assists in ROI calculation and project payback timeline
- Helps to determine if recommended changes are justified
- Helps to determine which cost factors are most significant for particular technologies

Where Technology and Expertise Converge

Our Customer Approach

Pinnacle serves as a trusted advisor to companies of all sizes and across various industries. Our objective is to first understand our customer's business and the need for technology to support their operations. The value we provide stems from not only our ability to assess and advise but most importantly deliver and execute. Along with on-going support, Pinnacle's strength truly lies with our personnel and the over one hundred professional certifications we hold in various disciplines, products and services. Our people not only have deep skills and a wealth of experience, they understand today's business challenges and how to deploy technology to solve them. That is why most of our customers look to us for long term support. We look to build lasting relationships, to really understand what keeps you up at night, instead of only focusing on short-term fix.

We are constantly researching and evaluating market trends so we are ahead of the pack, ensuring we have flexible choices for our customers. In addition to our Technology Assessments & Strategic Planning, we offer custom solutions for our customers in the following areas:

Managed Services	Disaster Recovery Planning & Implementation
Server Consolidation & IT Optimization	Collaboration & Messaging Solutions
Virtualization Services	Security Assessments & Implementations
Enterprise Infrastructure Solutions	Storage Consolidation, Implementation Services for NAS and SANs
Back up & Recovery	Data De-duplication

About Pinnacle Business Systems, Inc.

For over two decades, Pinnacle has been designing and implementing flexible, scalable solutions around industry-leading platforms and technologies. With offices across the United States, we have the local depth and breadth of technical skills to ensure success on your next strategic project.

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For more information, please contact Pinnacle Business Systems.

Call (800)311-0757 or visit www.pbsnow.com



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