



# COMPANY OVERVIEW

Clients who work with Clarify360's team of industry veterans to benchmark, procure and negotiate Cloud, Connectivity and Collaboration solutions can expect to optimize workloads, compress sourcing cycles, reduce costs and complete projects on time. Clarify360 charges no sourcing fee. We sit on the customer's side of the table and our very existence depends on our ability to perform. We have a 18-year track record of achieving client objectives and exceeding expectations.

## Your IT Optimization Journey Begins Here

Clarify360's core competency is optimizing client ROI from financially complex technology environments. As your current and next-generation sourcing provider, we work hand in hand with your team to:

- **Identify options**
- **Source/Benchmark the provider landscape**
- **Optimize existing investments**
- **Negotiate the best deals with key technology suppliers**

With over 170 providers in our portfolio, we specialize in the discovery, planning and migration of connectivity, collaboration and cloud/colocation deployments globally.



**Clarify360's Competitive Strengths**

## Core Competencies

### Technology Consulting & Strategy

We help clients develop affordable, operationally feasible technology solutions that can be delivered by the market – all in a way that supports end-user requirements. We also provide complementary sourcing strategies and roadmaps to procure and implement the required services and infrastructure.

### Strategic Sourcing

We prepare Requests for Proposals (RFPs) for complex service sets, compiling/developing the design and baseline of services and costs included in a procurement; evaluating the financial, technical and operational aspects of RFP responses; negotiating bid improvements from suppliers across pricing, service levels and commercial terms.

### Benchmarking

Our continual involvement in large procurement projects means we can provide clients with an accurate view of the evolving market. We compare current pricing, or a new offer, against the actual current market, based on extensive, proprietary documentation of pricing for the same rate elements in the current marketplace. We also benchmark service levels and commercial terms, and provide expert negotiators to help our clients obtain market-leading pricing and terms.

### Contract Compliance, Optimization, Negotiation

Conducting detailed, comprehensive inspections of supplier billing data to identify prices that are higher than contracted rates and 'orphan' services that are not under contract and therefore billed at exorbitant "rack rates"; actively seeking and presenting opportunities to optimize client use of provider services; working with clients and their suppliers to recover overbillings and implement optimization opportunities. We can also offer expertise in negotiating existing contracts.

## 5-Step Methodology

### A Proven Model For Success



**Define** Initial Project Needs and Architecture



**Develop** a Comprehensive Yet Precise Solution



**Determine** Evaluation Criteria, Vet Providers  
Compressing Cycles



**Provide** Expert Advice During Contract Negotiation



**Create** Path to Project Success with Post-sales Implementation Support

## Our Solutions

### Enterprise Connectivity

- SDN and SD-WAN
- AWS and Azure Connectivity
- Ethernet Virtual Private Line
- Dedicated Domestic and International IP
- Global MPLS
- Domestic and International SIP

### Enterprise Cloud & Colocation

- Multi-Cloud Management
- Cloud Optimization Services
- Cloud Managed Services
- Cloud Storage
- Application Rationalization
- Private, Public, Hybrid Workloads
- Colocation/DR

### Enterprise Collaboration

- Hosted UCaaS
- Managed O365
- Desktop as a Service (DaaS)
- Hosted SharePoint
- Contact Center Solutions
- Conferencing Solutions

### Mobility

- Assessment/Consolidation
- Mobile Remote Access
- Enterprise Mobility Management
- Mobile Threat Defense
- EndPoint Security

### Security

- Analytics and Vulnerability Management
- Data, App and Endpoint Security
- Identity and Access Management
- Network and Infrastructure Security
- Encryption Solutions

### Next Generation & Integration Technologies

- Container as a Service
- IoT and IIoT--Networks, Platform & Security

## **ABOUT CLARIFY360**

Clarify360 is a technology sourcing and benchmarking firm specializing in the discovery, planning and migration of connectivity, collaboration and cloud/colocation deployments globally. Experts with decades of experience lead each of our three practice areas: Connectivity, Collaboration, Cloud/Colocation. We collaborate on each initiative, affording our clients expert strategy and execution without the overhead inherent in larger consulting practices. Our full service methodology encompasses planning and design through delivery and ongoing operation.

## **GET STARTED**

Let us be your preferred partner for sourcing current and next generation technologies. Let Clarify360 help you reduce project cycle times and come in on schedule and under budget, every time! Clarify360 is the go-to partner for Fortune 500 clients because we understand the challenges and provide solutions to meet their objectives.

**For more information, please call  
(844) 7CLARIFY | (844) 725-2743.**

## **CORPORATE HEADQUARTERS**

Clarify360  
102 W. Main St., Suite 931  
New Albany, OH 43054