

NETWORK OPTIMISATION

Networks and telecommunications are among the most critical resources for a technology dependent corporation. When managed as a portfolio of services, maximum price performance is generally achieved. Our network optimisation service transforms the management of telecoms and brings our clients significant financial benefit.

Key Benefits

- Reduced complexity in the network
- Telecom cost reduction
- Reduced number of vendors

Key Features

- Full understanding of applications using a network
- Elimination of under used services
- Cost transparency across Telco Services

Business Challenge

As your business grows and with it your workforce, the number of people in your organisation who will entrust business critical traffic to your networks will similarly expand. The number of services and applications will also multiply, putting further strain on your networks.

As any telco manager is aware, understanding which business processes are driving consumption of Telco services is no easy task. As if forecasting future uptake of network services was not already tough enough, with the evolution of the modern business and the ever mobile worker. The number of teleworkers and “road warriors” sets new levels of consumption for the network engineer to face down. Compound this with an increasingly high volume of business-to-business traffic and you can see that the scale of the task faced is significant.

In addition to physical network design, budget controllers must divide funds across a large number of services over many carriers. The financial advantage of new MPLS technologies is pronounced but the migration process is never simple. This is complicated by the ever changing face of the commercial market place.

Our Solution

Opportunity assessment
Being able to set expectations based on previous experience and your landscape. Identifying quick wins so any investment is funded out of existing run rate.

Creating transparency
Using our plug and play NetFlow based tool set we can quickly gain a forensic understanding of your networks, who is talking to who, how frequently and about what (at an application level). This allows us to fairly introduce cost centre or business unit level usage based billing.

Execution of change
Dependent on your appetite for risk and reward, we will implement changes ranging from the generation of quick wins to a full scale vendor consolidation and process change to right-scale your networks and telecoms to your direct business needs.



“Price performance is critical in heavily commoditised technology services”

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Business Benefits

Having undertaken a full review of your network infrastructure, Amiitas will realise a number of benefits for your organisation.

The costs associated with your telco will become more transparent as network managers are able to more fully understand who and what is driving cost. Resulting from this, your organisation will be able to implement business unit / cost centre usage based billing. In depth knowledge of your telco systems will allow you to construct a full spend-tree analysis of telco outlay. Our customers typically see cost reductions of a minimum of 10-15%.

As network components are introduced on a demand led ad-hoc basis, inevitably some areas are duplicated or fall redundant. Upon completion of an initial survey, Amiitas will recommend where such instances can be eliminated. In order to future proof your networks to as great an extent as possible we will construct a roadmap detailing how you can mitigate against such risks in the future.

As part of our engagement we will consult with you to as to who we believe to be the most strategically appropriate telco provider who will be the most suitably aligned to your business objectives thus presenting you with out-tasking opportunities.

Clients who have benefited from our services include:

- Deutsche Bank*
- Hitachi*
- BT*
- Verizon*
- Emagine*
- Royal & Sun Alliance*
- IATA*
- Resolution Life*

About Us & Our Approach

We pride ourselves in working in partnership with our clients to ensure business objectives are met. No matter how difficult or complex the project may be, we always work as a team and ensure all of our stakeholders are successful. We are open, honest and are trusted by our clients to honour our commitments.

Service is our business and customer satisfaction our goal. We have a can do ethos which means that we will always deliver what has been asked.

Key Deliverables

Our service provides both MIS and fiscal benefits to your organisation, our deliverables are :

- Opportunity assessment report
- Action plan for realisation of opportunities including full risk assessment for each action
- Monthly and weekly network utilisation reports
- Execution of agreed action plan
- Minimum 10-15% cost savings
- Full inventory of current networking estate.



The Amiitas Advantage

Proven Track Record of Experts

Our service delivery experts have real operational experience gained from holding senior management and executive positions at many global and blue chip companies such as Morgan Stanley, Goldman Sachs, Motorola, HBOS to name but a few. This wealth of experience coupled with our customer diversity means that optimal solutions can be implemented in short time frames according to our customer's requirements.

Vendor Agnostic and Market Knowledge

We hold a vehement vendor agnostic position when it comes to selecting products and tools. We firmly believe in maximising the use of existing client investments and will not try to sell you something that we do not believe you require. Our extensive knowledge of the marketplace allows us to provide our clients with the advice they need when additional investment is deemed necessary.

Delivery, quality, results and value

We are business people who pride ourselves on exceeding the expectations of our clients through the quality of service we deliver and value we create. We only have one agenda, to ensure that our client's business objectives are successfully achieved!