

Is your IT in alignment with your business strategy?

What you don't know may be widening the gap between IT and business objectives.

Calyx Groundwork™ is our comprehensive, deep dive approach to IT discovery and planning – a technical, financial and philosophical level set as a foundation for future success.

Develop a plan to leverage IT as a strategic asset

We'll help organize & prioritize your current and future business objectives, and assess how IT can help further them. You'll confidently understand your IT spend, where it measures up to industry standards and where investments make the most sense.



Get a comprehensive IT analysis & comparison for greater perspective

Open the hood for a complete diagnostic of your existing infrastructure, network, security and performance. Identify areas of proficiency and areas to improve.

CLOUD INFRASTRUCTURE (all services)	CURRENT INFRASTRUCTURE	CALYX FRAMEWORK	COMPETITOR
Redundant Data Center Infrastructure	X	✓	
SOC1/2, SSAE16, PCI-DSS, AICPA, HIPAA Compliant	X	✓	
Redundant Physical Infrastructure (servers, storage, network)	X	✓	
Internet Upload & Download Speed	50Mb	1,000Mb	
Unlimited Data Bandwidth	✓	✓	
Active Directory	✓		
Dedicated Application Servers & Licensing (MS 2008/12/16)	✓	✓	
SECURITY (all services)	CURRENT INFRASTRUCTURE	CALYX FRAMEWORK	COMPETITOR
Monthly Nessus Vulnerability Scanning	X	✓	
Citrix Netscaler Gateway Delivery Controller (load-balanced)	X	✓	
Quality Assurance	X	✓	
SSL Certificates & 4096 Encryption	X	✓	

OPEX - IT RESOURCES & VENDORS

In-House IT Burden (Taxes & Benefits)
In-House IT Telephony Service
In-House IT Mobile Phone Expense
In-House IT Automobile & Travel Expense
In-House IT Training/Certification Expense
Partner/Vendor - Audio/Video
Partner/Vendor - Consulting

Cost



\$210,000
\$65,000
\$7,500
\$55,000
\$20,000
\$25,000

Identify all capital and operational expenses to eliminate shadow IT costs, including IT vendors, software, subscriptions and updates, internet service providers and telephony, security services, datacenter, hosting and management fees. We'll help you understand if your IT spend supports your business and objectives, or just costs you money.

Gain valuable perspective from your staff

Learn more from the people who use the technology in your business through employee interviews, surveys and input. Make more informed operational decisions with critical insight gained through user experience and needs analysis.



Your Groundwork Assessment & Consultation includes:

Discovery and Strategic Session

- In person exercises with key business leaders
- Collaborative identification of business objectives and challenges
- Prioritization of goals
- Develop IT guiding principles and mission
- In-depth report of outcomes from exercise

IT Risk Assessment

- Understandable, clear identification of risks
- Proposed remediation
- Recommend training for staff to reduce risk

IT Financial Analysis and Comparison

- In-depth review of total IT spend
- Identify shadow IT costs
- Know your true cost of IT
- Compare where you measure against industry standards
- Detailed workbook with your data to compare

Employee Survey and Analysis

- Understand user perspective
- Determine where challenges exist
- Collect objective data to make better business decisions
- Anonymized report of survey results

IT Assessment Report

- Narrative report and detailed analysis data
- Gain clarity on strengths and risks
- Inventory of applications and assets
- Identify where in the lifecycle of your assets you are
- Leverage information in budget building and planning