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PlateSpin – Entisys Case Study:

Entisys V.O.A. Assessment, plus PlateSpin PowerRecon leads to higher client value and more partner profit.

Follow-up Questionnaire:

1. In the audio interview, you spoke of the VOA Assessment being a three-step process. Can you provide more detail in general on the three-steps and where/how PowerRecon fits into it?
  - a. Hard Data Analysis – “Entisys created a managed services team that initiates the engagement process engagement process and collects hard data.” Can you be more specific about the data you collect? What do you look for and why? What helps you determine the type of data you look to collect?
  - b. Soft Analysis – “Architects meet with the customer to explain the assessment findings and answer questions.” Please expand on this step. Is this where client corporate strategy aligns with hard data?
  - c. Strategy Guide – “A solution strategy is developed around the findings of the assessments, and a project proposal is delivered to the customer for signoff.”
2. Can you try to explain better the advantages you see, as a partner, to using PowerRecon over other options (e.g., Capacity Planner)?
  - a. What PowerRecon features and/or functionality in particular do find to be most helpful to you as a partner?
  - b. Does PowerRecon provide only a time savings (faster assessments), or do you find that it provides better quality intelligence in the assessment?
3. Hard numbers around business benefits: can you try to get specific about the tangible benefits you experience as a PlateSpin partner by employing this methodology with PowerRecon? Some examples could be:
  - a. XX% increase in sales of PowerRecon over Capacity Planner
  - b. XX% increase in revenue due to paid PowerRecon infrastructure assessments
  - c. XX% increase in total revenue-per-client as a result of superior assessment results
  - d. XX% increase in the amount of assessments Entisys can process using the shorter PowerRecon assessment path