OVERVIEW

In a technology climate where innovation is increasingly defined by speed and flexibility, it's no wonder that agencies are increasingly shifting toward software solutions to support their missions. Today more than ever, organizations face growing demands to quickly produce meaningful outcomes, without sacrificing efficiency and without increased costs.

From networking and security to analytics, cloud computing, storage and more, today's software solutions promise unsurpassed speed, agility, value and, above all, results. Of course, with technology constantly evolving, keeping pace can seem challenging. With new versions and updates constantly emerging, many organizations struggle to fully embrace and adopt software solutions after deployment. The consequence? Lost opportunities and resources.

COMMITTED TO CUSTOMER SUCCESS

At Force 3, we understand that your software support needs don't end with deployment. That's why our team includes a dedicated **software adoption manager** who focuses on promoting our clients' success by:

- Providing sound recommendations and guidance throughout the software lifecycle based on a deep understanding of each customer's IT environment, their IT strategy and their overall goals
- Helping them select the software solution that best meets their needs
- Establishing a software adoption plan, including a training roadmap, to ensure rapid, successful implementation and adoption
- Guiding clients throughout the software lifecycle, from launch to renewal
- Identifying opportunities to improve or enhance their solution's capabilities through adoption, management and optimization

Force 3 is *the* Network Security Company. For more than 25 years, we've provided secure IT solutions and services backed by expert engineers and strategic partnerships. Predominately serving federal agencies, we constantly focus on supporting our customers' missions and promoting the best possible outcomes. Your success is critical to us—and we don't succeed unless you do.

OUR APPROACH

Maximizing your investment requires a new and holistic approach, one that spans the entire software lifecycle and ensures your organization is prepared to get the most out of its software assets.

Force 3's **Software Management Methodology** takes a comprehensive, full-lifecycle approach to ensure the best possible outcomes from your software solutions. Our commitment to your success doesn't end with purchase or deployment—it's constant. Following a six-part management cycle, we work with you at every step to ensure your organization—and the people behind it—fully reaps the benefits of your software purchase, from initial discovery to deployment, adoption and renewal.

Learn more about Force 3's **Software Management Methodology.**
Call: 800-391-0204 | **Email:** sales@force3.com | **Visit:** www.force3.com

OUR SIX-PHASE APPROACH TO SOFTWARE MANAGEMENT

Discovery: Our team of industry experts works with you to identify the best software solution for the business challenge you hope to solve. We take into account every possible, relevant detail from size and scope to consumption model, budget, compliance requirements and more.

Engagement: Once we've identified the right solution, our team collaborates with yours to create an onboarding plan that includes a readiness assessment, a skills analysis, entitlement tracking, support access and a preliminary engagement plan.

Deployment: Next, we conduct a deep-dive analysis of your project requirements, including a detailed architecture review, compliance needs, success criteria and any other details that affect your solution's overall success. These factors formulate the entire deployment phase, from start to finish to ensure your solution is specifically tailored to your organization's needs.

Adoption: Once your solution is implemented, our goal is to ensure your organization—including every potential user—is prepared to make the most of it. In collaboration with your team, we'll create an adoption plan that includes your specific success criteria, usage tracking, training activities and version management, along with additional use cases and projects, so that your organization's investment proves successful.

Optimization: Software constantly evolves, as do the organizations using it. Our approach includes a constant focus on supporting your team to ensure consistently optimal performance throughout the lifecycle of your software solution. We will advise on newly released software versions and provide recommendations for successful upgrades.

Renewal: Unlike hardware, the software lifecycle is shorter and requires occasional analysis to examine usage, capacity, licensing requirements and consolidation opportunities. Force 3's team works directly with yours to ensure you remain constantly updated on approaching product updates, license renewals, bundling opportunities and other considerations that might affect your environment.

SOFTWARE SOLUTIONS & SERVICES

ANALYTICS & BIG DATA

CLOUD
- Cloud Management Platforms
- Cloud Security
- Hybrid Cloud
- Infrastructure as a Service
- Platform as a Service

COLLABORATION SOLUTIONS

DATA CENTER SOLUTIONS

SECURITY & RISK MITIGATION
- Data Protection
- Endpoint Protection
- Identity & Access Control
- Network Security

- Security Event & Incident Monitoring
- Vulnerability Management

SOFTWARE CONSUMPTION & LICENSING MODELS
- Enterprise License Agreements
- Software as a Service

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