



# Professional Services

## Site Rationalisation

As pressure increases on budgets and cost from economic pressures, and merger and acquisition activity has increased, more and more businesses are struggling with how to optimise their working environment to support their user population with the lowest space footprint. This combined with the need for a mobile enabled workforce, and many and resource come up with an approach that answers the problem.

Alternative's heritage in working with UK midmarket clients investigating site rationalisation is second to none, providing a unique and independent viewpoint on the optimum technology infrastructure to support a changing best approach to optimise technology cost whilst maintaining the best user experience.

Leveraging 20 years in the delivery of IT and Telecommunications services, and supported by top tier accreditations in a broad range of technical solutions, Alternative's consulting team can collate key business requirements and design a solution that best supports a remote working approach.

Our methodology is a proven one:

- Engage in a fixed-price, fixed output workshop to determine best practice requirements and propose the best-fit solution from a range of applicable technology options
- Document the recommended solution in a form that delivers customer flexibility regarding the actual project

*“The effective rationalisation of physical spaces and associated adoption of new technology for remote working has both improved our employee's work/life balance and had a significant impact in reducing our operational expenditure”*

MARK QUARTERMAINE, CEO ALTERNATIVE

For the fixed price of £3,000 and appropriate allocation of key stakeholder time, Alternative will deliver you a clear and documented strategy for the rationalisation of multi-site technology estates that drives efficiencies and improvements in services.

Technology	Partner Level	Competencies
Microsoft	Gold	<ul style="list-style-type: none"> <li>• Hosting</li> <li>• Virtualisation</li> <li>• CSP Tier 1</li> </ul>
Citrix	Platinum	<ul style="list-style-type: none"> <li>• Virtualisation</li> <li>• Networking</li> <li>• Mobility</li> </ul>
VMWare	Enterprise	<ul style="list-style-type: none"> <li>• Network Virtualisation</li> <li>• Server Virtualisation</li> <li>• Mobility</li> </ul>
HPE	Silver	<ul style="list-style-type: none"> <li>• Storage</li> <li>• Networking</li> <li>• Server</li> </ul>
Aruba	Silver	<ul style="list-style-type: none"> <li>• All Products</li> </ul>
Juniper	Elite	<ul style="list-style-type: none"> <li>• All Products</li> </ul>

## Customer Examples

### Lark Insurance

(350 Users) As part of the £2 Million managed services contract, Alternative is moving Lark's data to a high-availability, high-performance data centre environment, which includes scalable storage-on-demand and a state-of-the-art virtual desktop solution.

### Alternative Networks

(600 users, 9 Data Centres, 100s of Clients) Following a period of acquisition, last year Alternative rationalised 5 London offices into a single site in parallel with the rationalisation of 9 legacy data centres into 2

## About Alternative

Alternative is one of the UK's leading providers of IT solutions to businesses in the UK, from device to datacentre. We offer a broad portfolio of IT technology and telecommunications managed services, including cloud computing, virtualisation, managed hosting, fixed line voice, mobile, systems, IP networks and complex billing software solutions.

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