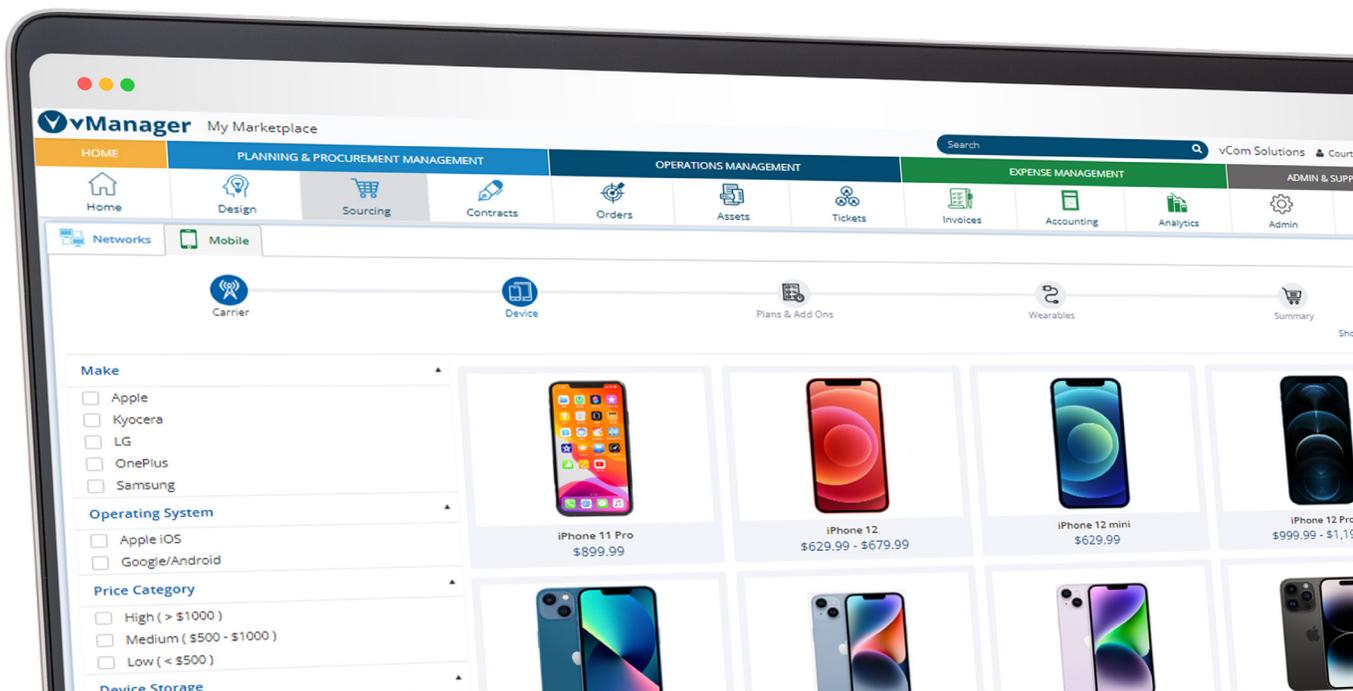# Planning and Procurement

vCom

Plan for and buy your technology at the best possible price and terms without all the headaches

Navigating IT planning and procurement has become increasingly complex due to growing business needs, evolving technologies, and a diverse vendor landscape. Finding the right vendors, sourcing solutions, negotiating contracts, and ensuring smooth integrations can be overwhelming.

vCom simplifies this process by offering the most complete solution for planning, sourcing, and negotiating IT services. With vCom on your team, you gain access to expert tools and guidance to secure the best solutions at the best prices and a buyers' journey unlike any in the industry. We handle everything from networking to enteprise mobility, voice and collaboration, SaaS licensing, cloud services, cybersecurity and more. Achieve greater savings and make the right decisions with streamlined approach to design, sourcing and contracts.

FEATURES

SOLUTION DESIGN

- Infrastructure Audit
- Vendor Scorecard
- RFP Development
- Capacity Planning
- Subject Matter Expertise

SOURCING

- Live IT Marketplace
- Proposal and Quote Management
- Custom Pricing Catalog
- Vendor Availability Finder

CONTRACT MANAGEMENT

- Contract Negotiations and Review
- Document Center
- Aggregated Buying Power

BENEFITS

✓ Optimized Costs

Get the most competitive price with an infrastructure audit, capacity planning, and expert advice to help you make the right purchasing decisions.

✓ Best Value and Solutions

Receive unbiased recommendations and solutions tailored to your specific technology needs from a vendor-agnostic partner.

✓ Personnel Relief

Alleviate the burden on your staff, fill skill gaps and ensure continuity with a dedicated team that is ready to do it all so you don't have to.
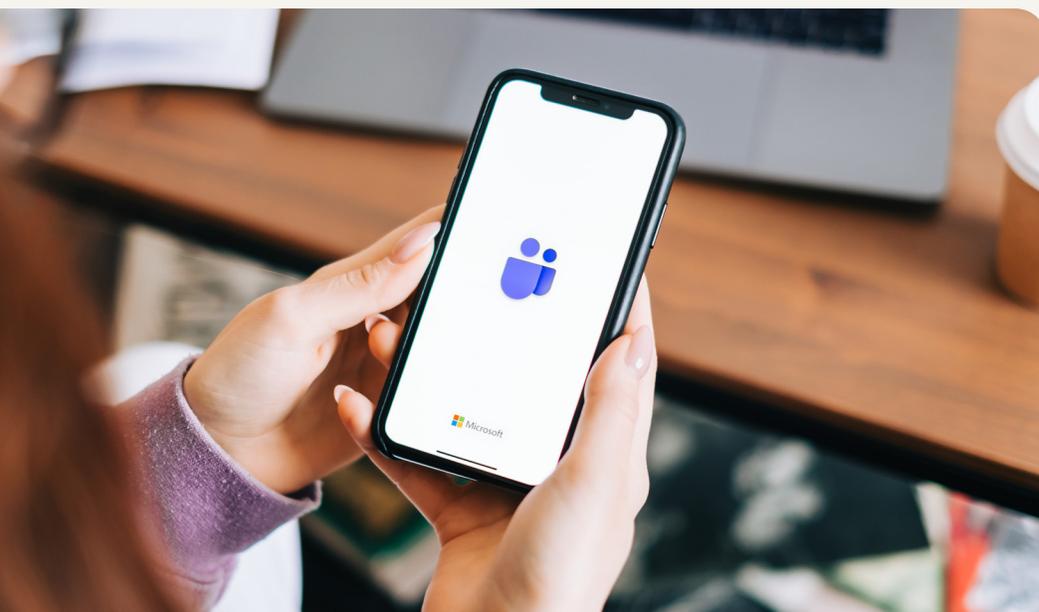
✓ Better Understanding

Understand "the art of what's possible." Stay informed about current market conditions, key players, and where the technology is headed.

✓ Greater Visibility

See and manage all your proposals, quotes, vendors, and contracts in one place so you can eliminate surprises and address issues promptly.

✓ Increased Efficiency

Streamline planning and procurement processes, reducing complexity and saving time and resources.

vCom

Customer Success Story

Riverview Community Bank struggled with telecommunications management due to its wide network and small IT team, but got the help they needed from vCom.

Riverview Bank faced management challenges, particularly with its dispersed network across 18 branches spanning two states and a limited IT team of just four individuals.

To address these issues, Riverview Bank worked with vCom Solutions to evaluate their requirements and devise a strategy for enhancing their communications infrastructure. In close collaboration with Riverview IT personnel, vCom formulated a plan to transition the bank's network from a private line setup to a more robust architecture. This new network not only offered increased bandwidth and scalability to support the bank's expansion but also guaranteed data security and system reliability through redundancies. The proposed solution also presented substantial cost savings compared to Riverview's existing network. Alongside further cost-cutting measures, Riverview Bank saw $150,000 in annual savings.

Riverview
B A N K

"vCom exceeded expectations by not only delivering on their promises, but on their 'maybes'. The team was very easy to interact with, constantly keeping us apprised of the situation and any potential challenges, while working tirelessly to overcome any obstacles thrown their way. They continue to regularly connect with us to ensure our satisfaction, and we couldn't be happier with our engagement."

– KIM CAPELOTO, EVP, RIVERVIEW COMMUNITY BANK