

# *informationspan* for enterprise IT

*informationspan* knows enterprise IT from the inside, and knows how external information can be deployed for real value.

*Like any other market, larger contracts and established relationships attract bigger discounts – but need more control and management*

*We can engage with you to profile your user community, so that you can deliver the right services for diverse needs. And we can work with you, and with your providers, at renewal time.*

*Crucially, informationspan knows what you can learn by smart analysis of usage metrics, and how you can work with your service partners to deliver – and prove it.*

Tony Law has over thirty years' experience in IT, and more than ten years' knowledge of the delivery of insight services to a global enterprise IT function, creating a service portfolio, delivering value and measuring success.

Ask how your service could build partnership and make a step change in proving the delivery of value to your clients



*Dr Tony Law CEng MBCS CITP*

*Building your expertise in using external information, for better IT strategy and decision making*

Do you just  
*buy*  
research?

- You look for research to support your decisions, wherever you can find it
- You prefer not to have to pay for resources
- You have multiple scattered contracts with several service providers
- You don't know how much you are actually spending

There is much more value to be gained. How do you progress?

- You have a single agreement with your most important provider
- You buy on price, not value
- You have not looked beyond the market leaders
- Individuals are free to contract with other services
- You don't know the true level of spending

... do you  
*coordinate*  
to manage  
spending?

You have a good foundation, but how do you move on?

... or can you  
*deliver*  
and prove  
value?

- You have a well understood portfolio, and cost-effective contracts with your key suppliers
- You share your strategic challenges with them, and you know their service strategies
- You trust your partners to reach out to users, increase uptake, and offer services
- You share in delivering value, and know how to prove you are doing so

Demonstrating value is tough. What resources do you need?

## Contact *informationspan*

*On the web*

ITasITis *technology blog*

*Also visit* [del.icio.us](http://del.icio.us) *and look for the* ITasITis *tag* (<http://del.icio.us/>)

*email:*

*telephone:* +44 (0)1273 470931

<http://www.informationspan.com/>

<http://itasitis.wordpress.com/>

[inquire@informationspan.com](mailto:inquire@informationspan.com)

*Skype:* cgaa240