# TRUSTED ADVISORS:

# YOUR BEST RESOURCE FOR TECHNOLOGY DECISION-MAKING

Technology is evolving faster than most organizations can keep up. To build scalable and future-proofed IT infrastructures requires acute knowledge and experience. So, how do you stay ahead of this pace of change?

A Trusted Advisor—discover the benefit of having an extension of your team who helps you navigate the confusion of the market and connects you to the perfect solution to achieve your business goals. To put it simply, a Trusted Advisor is the best confidant a CIO will ever have.

## How does a Trusted Advisor keep you ahead?

**Assessment**: Your Trusted Advisor, powered by AVANT, works with you to better understand your business, goals, challenges, and technology criteria, ultimately becoming an expert on your unique organizational needs.

**Analysis**: Trusted Advisors combine their expansive experience with the knowledge of expert Engineers, powerful technology comparison tools, and a robust vendor portfolio to narrow down a pool of solutions for you to consider.

**Evaluation**: You can rest easy knowing your Trusted Advisor is doing the heavy lifting! With the help of AVANT, they coordinate vendor meetings, trainings, and product demonstrations to ensure you have the exact information needed to make an educated and revenue-driving decision.

**Insights**: Trusted Advisors have access to the most up-to-date market research, intelligence, and reporting, allowing them to give you a helpful and informed perspective in your technology decision-making journey.

**Decision**: No buyer's remorse here! Your Trusted Advisor and AVANT collaborate with you to help you reach the right decision that meets your immediate needs, addresses current and future business goals, and future-proofs your network.

**Companies get better outcomes with a Trusted Advisor by their side.**

They bring speed, knowledge, and experience to the table that you can't get anywhere else. IT decision-makers like you are turning to objective third-party experts that guide and facilitate planning, decision-making, and procurement processes. **These experts are your Trusted Advisors.**

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