



AI- & IT Operations Strategy

A fresh approach to the market of ITOM



EINAR &
PARTNERS

About Einar & Partners

Highly specialized in AI- & IT Operations Strategy and Management

Highly Specialized



- Specialized in ITOM (IT Operations management) and AIOps (Algorithmic IT Operations)
- ServiceNow is our primary platform, our proven methods are platform agnostic
- Partner-focused strategy across Europe and beyond
- Rock-solid reputation in ITOM & AIOps
- Public and private sector exposure around the EU
- Primary base of operations in Benelux
- 12 years of ITOM experience on a multitude of projects



If you hear..

The following terms

ServiceNow ITOM

Discovery & Service Mapping

CMDB & CSDM

Cloud Management

Monitoring & Alerts

Machine Learning

Kubernetes, Docker or DevOps

We can help you with

License estimates & ROI

Proposals & RFP's

Workshops & Advise

Roadmaps & strategy

Rollouts & Architecture

Best practices

And drive forward

A-grade ITOM projects

How we fit in

A combined delivery model for ITOM

Sales cycles

Delivery

Upsell

Partner
Activities



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Enablement

Expertise

Tightly integrated with resources

New opportunities

Increasing scope

Internal enablement

Bootcamps / training

What to expect?

Value of the E&P Package

Tangible steps

Tangible steps and priorities supporting your engagements

Custom material

Not just discussions, but material that actually means something and that's easily understood

Methods

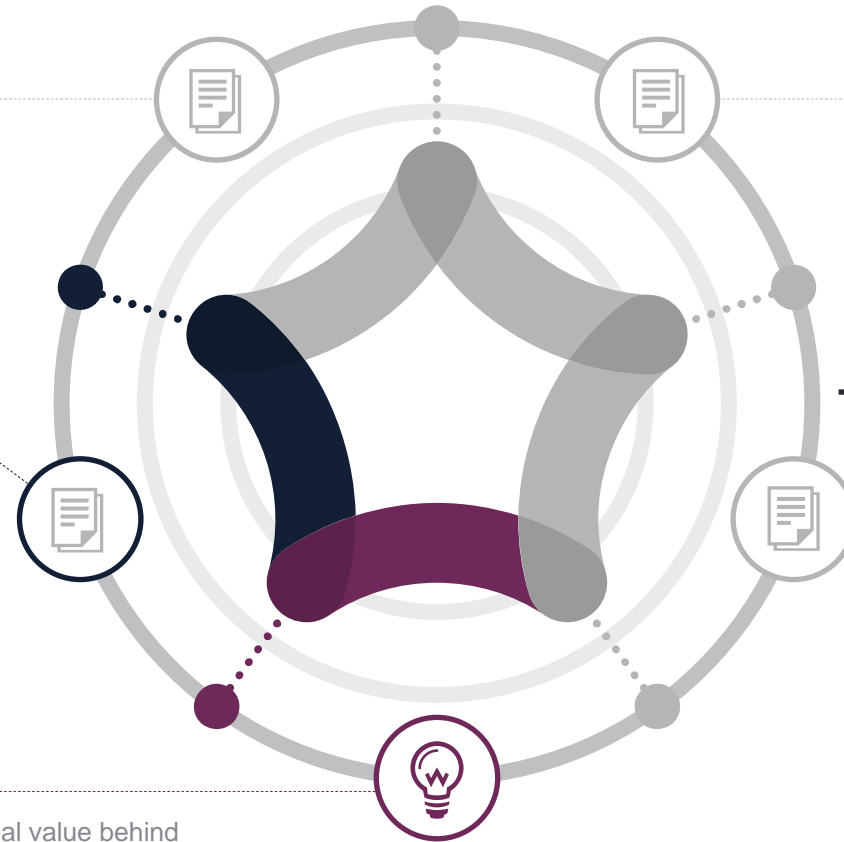
Clear and precise methods to build your implementation into a success story

Today vs. "tomorrow"

Clear guidelines on how the workload might come to change

Mindset/Culture

Co-workers will understand the real value behind modernizing the IT Ops landscape



Delivery model

Lead Strategic Advisor



Responsible for:

Leading the workshops, meetings, and creating models such as the governance, role descriptions, analyses, and other aspects. The most experienced assigned to the project.

Support



Consultant

Contributes with:

Helps with notes, preparing material, and coordinating. Vital for a successful and cost effective project.



Why E&P?

2 A+ Content

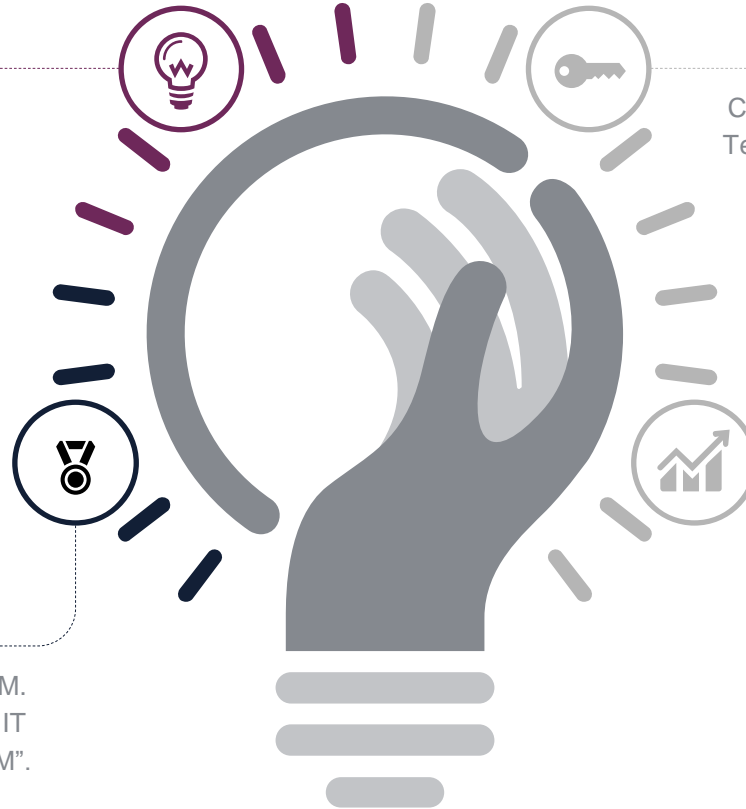
When customers google, they find our content & research first. We add credibility; simple as that!

A+ Relations 3

Close relationship to ServiceNow Product Team. Access to early features, news and "gossip".

1 A+ Reputation

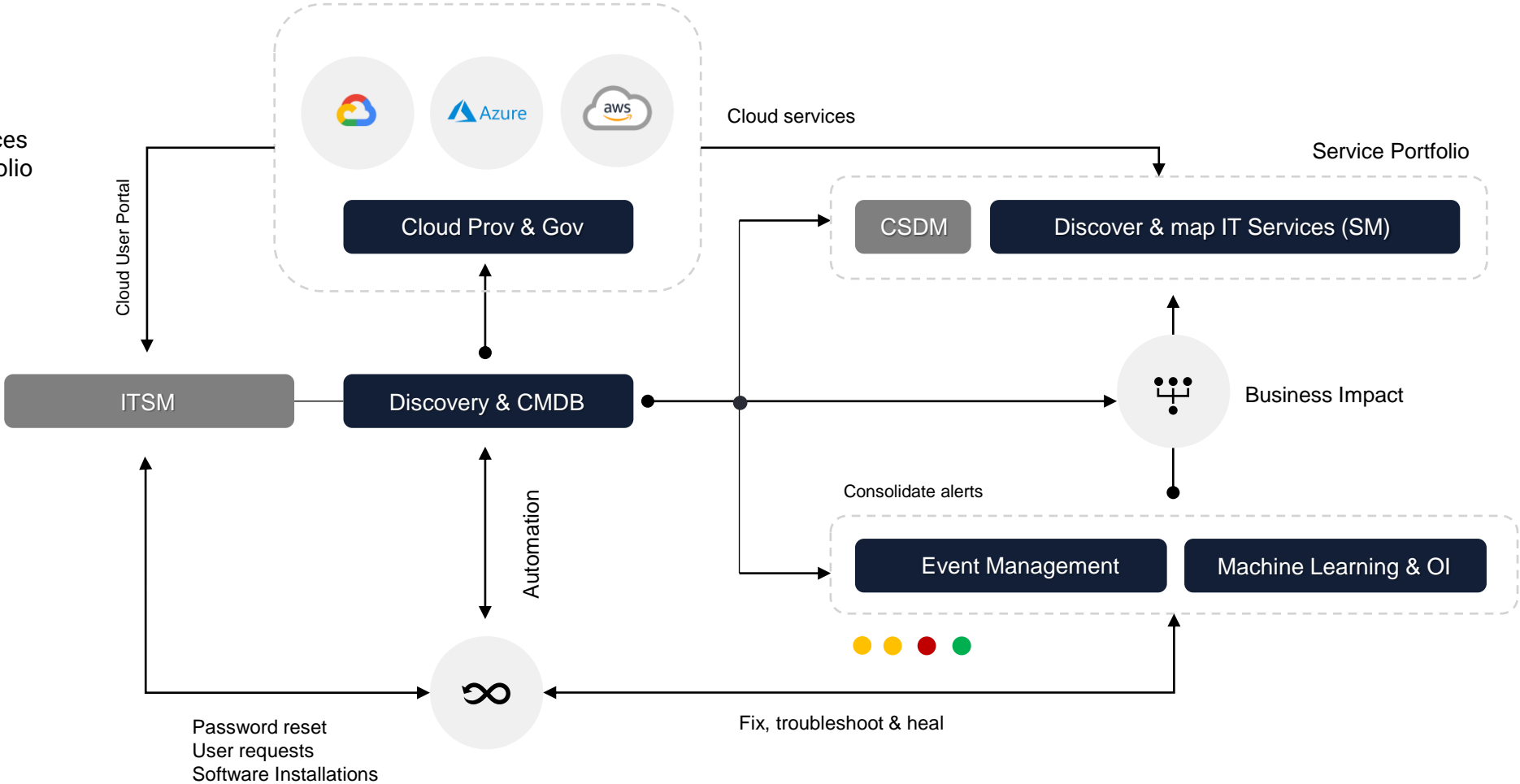
Proven track record of success in ITOM. Both selling and delivering. Experts in IT Operations, not just "ServiceNow ITOM".



As simple as it needs to be

E&P's understanding of the complex ITOM Ecosystem – simplified!

i Our capabilities & experiences cover the entire ITOM portfolio



We're small but highly specialized in one area

Rock-solid reputation in ITOM & AIOps

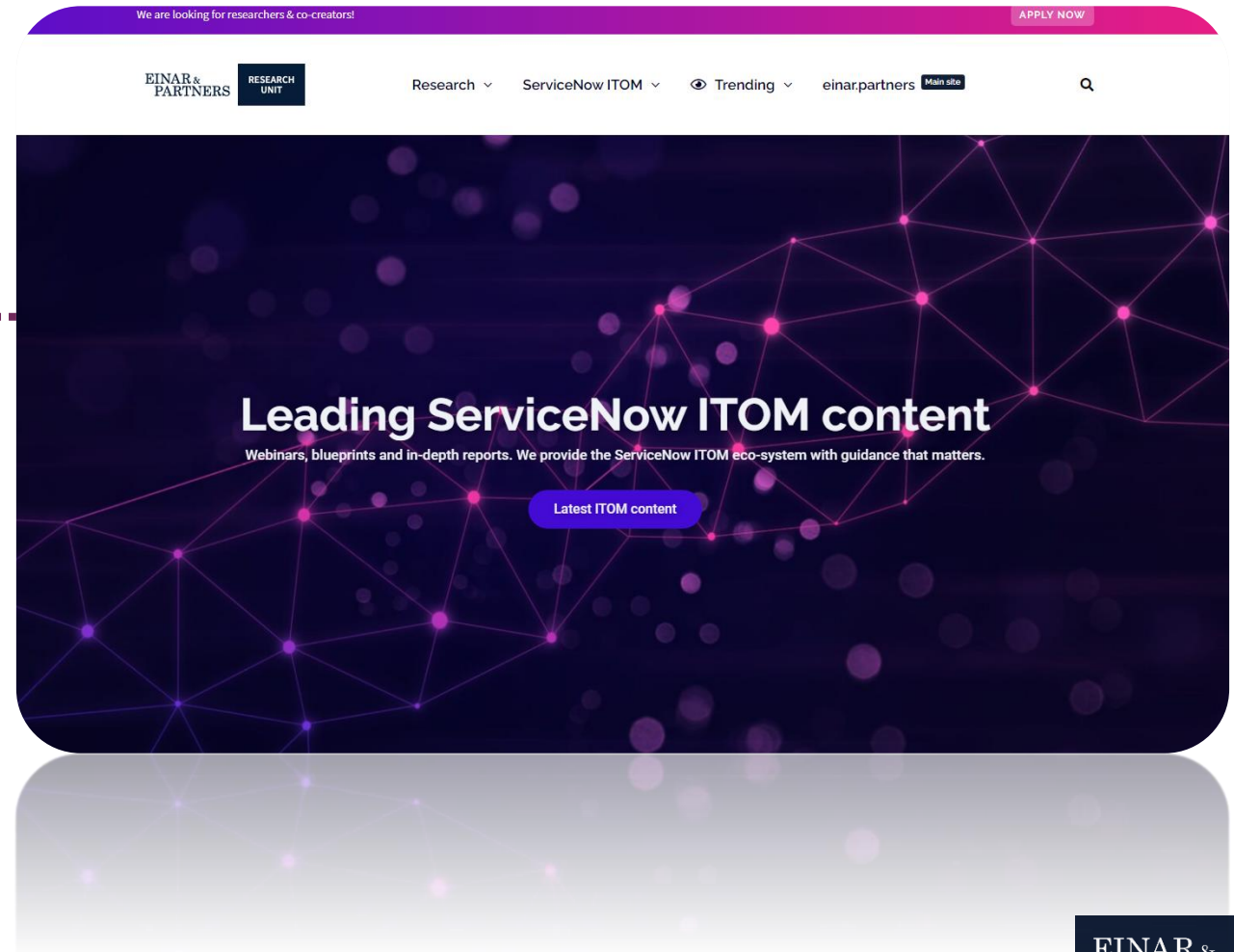
Clients we've worked with

The image displays nine logos of clients worked with, arranged in a 3x3 grid within a dashed rounded rectangle. The logos are: Microsoft (top-left), FUJITSU (top-middle), T-Systems (top-right), ING with a lion (middle-left), OP Financial Group (middle-middle), Red Bull (middle-right), Hydro (bottom-left), ALDI (bottom-middle), and Fresenius Netcare (bottom-right).

"Knowing the unknown is our goal"

Our Channels

- LinkedIn
- Research Unit
- Website
- YouTube



End of slides

Let's go



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