

Technology Sourcing Support Services

Technology...The Linchpin of Business

Next to employees it is hard to argue that technology is not one of the most vital assets of any business. Whether an organization is large or small, the effective deployment, management and use of technology can often mean the difference between effective business operations and productivity disasters.

Technology is Supposed to Make Things Easier, Right?

As technology continues to reach new innovative heights it promises to make our lives easier. However, today's reality demonstrates that while new innovations help drive ever increasing worker productivity, the complexity with sourcing and using such technology still persists.

In a rapidly accelerating technology environment, how do traditional sourcing organizations gain the expertise needed to source the right solutions for both IT and Line of Business leaders?



With the introduction of artificial intelligence (AI), machine learning, the internet of things and big data analytics these challenges are expected to continue.



Making Effective Technology Acquisition Decisions

Given today's environment and the many choices available to businesses, how do businesses ensure that they are making wise technology decisions?

How do they ensure that technology acquisitions effectively deliver expected business outcomes?

How can they measure the effectiveness of such decisions, thereby ensuring that technology assets secured for the business are delivering the future scalability and returns anticipated?

The Changing Technology Sourcing Approach

With so many choices and the fast pace of innovation, it is more and more challenging for organizations to leave technology acquisition solely in the hands of Sourcing or IT organizations.

While well equipped to perform their core duties, these organizations often lack the expertise necessary to fully understand the technology (Sourcing) or its application to the line of business owner (IT). Today's technology acquisition initiatives are by their nature strategic and require a strategic perspective from leaders across the organization.

A New Paradigm

As a management consulting firm with nearly 30 years of experience in marketing, selling, developing, implementing and supporting office technology solutions, Dendog Strategy Insights™ is ideally suited to help businesses of any size effectively plan, source and deploy critical technology assets. We provide the glue that binds together the key stakeholders involved in technology acquisition and use.

With deep expertise in office technology solutions including printers, MFPs and scanners as well as software inclusive of document capture, content management, business process workflow, and emerging technologies such as AI and machine learning, we have the skills, know-how and perspective required to deliver better results while allowing your organization to focus on what it does best.

An End-to-End Solution

Technology sourcing is a holistic process.

While some firms focus on supporting only the sourcing process and others consult on the technology itself, we support customers from sourcing through implementation, utilizing our years of project management and technology deployment experience to manage solution implementation and on-boarding with selected vendors once acquired.

Technology Sourcing Support & Management Outcomes

- More effective technology acquisition decisions
- Satisfaction of IT and Line of Business leaders
- Support for both Sourcing and Implementation phases of vendor management process
- Rapid project completion timing and end user go-live
- Greater return on technology investments and potential for cost savings



Who is Dendog Strategy Insights?

Dendog Strategy Insights is a management consulting firm focused on strategic planning, new business development and go to market execution.

With nearly 30 years of technology marketing, sales, product planning, software engineering, professional services and technical support experience, we have the skills and track record of success required to help any client implement strategies that yield success.

Dendog Strategy Insights focuses on management consulting services including:

- Strategic Business Planning and Execution
- New Business Development
- Content Creation and Marketing Automation
- Technology Sourcing Support & Management

