

Deployment Methodology

ADVANTAGE NETWORKING

CRAN ENTERPRISE, LLC and affiliated partners, provide complete business network solutions. From servers through LAN/WAN infrastructure out to your desktop PC's, our complete team approach allows for tightly integrated software/hardware solutions.

We offer a broad base of expertise from multiple companies and consultants, resulting in the strategic advantage to you, with "single source accountability". Our core business revolves around large-scale migrations and deployments, server migration, and system wide upgrades and standardization. CRAN ENTERPRISE has designed and managed private sector as well as governmental deployments. A key design goal is to provide absolute minimal interruption to your business.

Using our proven methodology for enterprise wide deployments and migrations, from Y2K to W2K, we have developed and fine-tuned the process for deploying custom PC O/S builds, and for server centralized, scripted, application rollouts. We use visual basic utilities to automate data migration and quality control, and with a database driven scheme for asset inventory and capturing user profiles (turned over to your IT support post deployment), we deliver an upgraded environment on time - on budget. We recognize that easily 90% of the total cost of ownership (TCO) is associated with training, service and maintenance of your technology systems. A standardized environment offers minimum TCO versus short - term bargain basement. This approach easily accommodates rapid future growth, and can be readily supported, while maintaining a low TCO.

KEY DEPLOYMENT CONCEPTS

- ◆ **INVENTORY** Asset inventory and a profile of the users and their applications and business function is easily the most overlooked and under estimated aspect of successful management and productivity of your technology environment. We come in with a core team to fully document each users location, hardware, application usage, and business function. This information is recorded in a deployment tracking / asset management database that is delivered to you at the end of the deployment. With this information accurately recorded we systematically plan the deployment, scheduling users for migration, custom building their machines within the context of a company standard operating environment. With this system available to your IT staff post deployment, managing your environment and tracking users is a breeze.
- ◆ **CUSTOM BUILDS** We take the personal out of PC, for your business environment. We offer fully custom standard builds based on PC model; we then apply a standard, business approved set of applications, for the core build. Finally, we apply applications specific to individual workgroups using scripted application, with Wise Install Builder.
- ◆ **SPOC** Our entire process revolves around a "single point of contact" placed at each critical point or path. This approach provides for multiple checkpoints for each component, or sub-component, of the deployment.
- ◆ **ASSEMBLY LINE PRODUCTION** We leverage the time to build your PC's. Our process involves scripted, checklist driven builds to migrate users to your new environment. The time it takes to reboot, or install applications, is leveraged building machines in this assembly line fashion.
- ◆ **POST MIGRATION SUPPORT** As a component of the migration, we provide a "bubble" around the issues specific to the new environment. This takes the load off of your help desk. Each and every user receives a personal visit the day after they are migrated and for a full week after, to deal with the issues specifically relating to "how to do business" using the new tools and applications now available.
- ◆ **THE PILOT PROGRAM** Any new concept, approach, or environment will offer exciting possibilities not before available. Un-intended consequences however are a part of any new approach. We fully develop and test our designs. Once we have the build in hand, fully tested, we do not stop there. We run a pilot program as part of all deployments. In a controlled lab environment we will migrate

selected users to test and further develop the builds and deployment process. We believe in a multiple pilot approach that proceeds exponentially. First we will use a test machine to run all the process involved in the migration. Then run the full migration process on a small set of users. Testing the entire setup in a live environment, fine tuning and modifying the process as the “un-intended” issues are discovered. This will process will repeat for a period of two weeks, increasing from five to ten to twenty to forty, until the entire migration systems are golden.

THE RESULTS

Large-scale deployments and migrations depend on managing the detail - for this you can depend on CRAN ENTERPRISE. You will end up with a managed network environment with users, equipment, applications and infrastructure documented and standardized. You will be prepared and oriented toward the fast pace of technology development, poised to take advantage of new and competitive advances in that technology in a controlled and cost effective manner. No more guessing - No more hoping - You will stay competitive!