

Supporting UC Investments with ValuePath™ Portfolio



Now you have the strategic, operational, and financial business case you need to support your Unified Communications (UC) investment plans.

Investing in Unified Communications is a significant undertaking.

But with Mainstay's ValuePath Portfolio service, you have an objective and experienced partner to evaluate your options and build a clear business case that makes sense to your stakeholders.

Mainstay will help you:

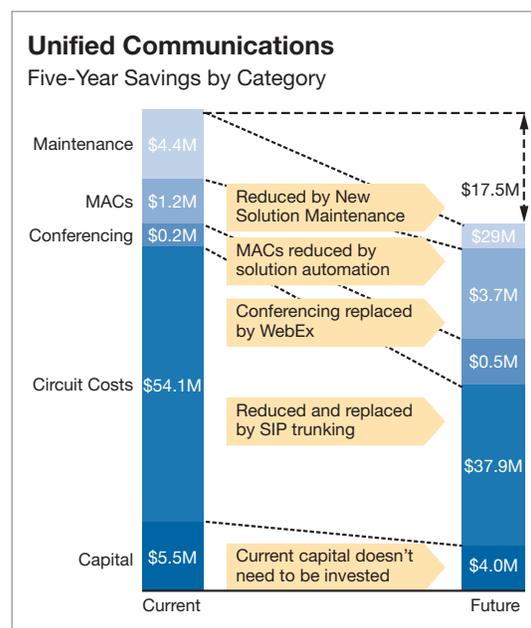
- Deliver a compelling business case for IT spending that aligns with your company's goals
- Communicate and defend a UC business case with powerful analyses and executive presentation tools
- Prioritize locations to optimize the ROI and payback period and enable "what-if" scenario planning

Proving the Business Value of Your UC Investment

From return on investment (ROI) and total cost of ownership (TCO) data to advanced cash flow modeling, Mainstay's Portfolio financial analysis delivers the proof you need to justify your UC projects. Conducted by experienced experts with over 300 successful engagements, Mainstay leverages detailed UC benchmarks configured to your business to provide a clear estimate of future

impact. Portfolio's powerful modeling engine provides an unbiased, defensible analysis of the impact of your UC investment plans over time, enabling you to link technology planning to your business goals.

SAMPLE ANALYSIS



For More Information

To learn more about Mainstay's ValuePath Portfolio solution, contact sales@mainstaycompany.com or visit www.mainstaycompany.com

Mainstay

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Your Unique Profile Built with the Help of Unbiased Advisors

Mainstay consultants work closely with your team to analyze and compare your current costs against those in a proposed UC environment. Detailed business discovery sessions, led by Mainstay consultants, ensure that all relevant information is integrated into the tool.

Mainstay does not have a business interest in the implementation of UC solutions, so we are 100% objective in our analysis. And once we create the Portfolio analysis tools, they are yours to keep, so you can perform new scenario modeling and analyses going forward.

State Your Case with Confidence

With a Mainstay Portfolio engagement, you'll get high-quality business communication tools — including business cases and executive presentations — all written in a language that resonates with C-Suite executives. Designed to match your company's look and feel, our professionally produced deliverables are dynamically linked so any changes to the underlying model are instantly reflected in the associated presentations and business case documents.

World-Class Solutions for Business Value

Mainstay has been helping enterprises assess the business value of UC investments since 2001. Hundreds of companies have relied on Mainstay's ValuePath tools to understand and communicate the financial returns of their technology investments.

Powerful Analysis Tools:

- Return on investment (ROI)
- Total cost of ownership (TCO)
- Internal rate of return (IRR)
- Scenario modeling and sensitivity analysis
- Cash flow allocation and cost bundling
- Business process analysis
- Customization services
- Analysis filtering
- Provides granular deployment plan with capital outlay and cost impacts
- Optional business value use case quantification

Persuasive Communication Tools:

- Accurately capture the complexities of your UC infrastructure with sophisticated financial models tailored to your business
- Instantly create presentations linked to the financial model with a one-click, "launch-PowerPoint" feature
- Leverage professionally written business cases designed to resonate with executive audience