

Inventory Networks During the Pre-sale, Post-sale, and Renewal Process



Automatically create a baseline of your customer's actual network and identify upgrade, replacement, and enhancement opportunities

Most enterprise technology designs begin with an existing or “brownfield” environment, but customer records may not reflect the latest network configuration. This makes it difficult to plan network migrations or to identify opportunities to up-sell or cross-sell as equipment is nearing end-of-support or needs to be upgraded.

Drive more business with targeted network migrations and upgrades

Netformx Discovery™ supports assessment-led selling by providing a comprehensive audit and analysis of a customer's multi-vendor network. The Discovery results are the cornerstone for designing new proposals and important input for the successful sale of new products and services.

In minutes, you can automatically baseline, inventory, and document your customer's network, including configuration details without relying on the customer's documentation or a manual inspection. Netformx Discovery can be initiated as a standalone desktop application or as a feature of **Netformx DesignXpert®**. With its Collection Engine feature, the discovery process can also be initiated via a slim application at your customer's location.

Netformx Discovery provides essential information to other Netformx products:

- The accurate customer baseline information becomes the basis for Netformx DesignXpert solution designs.
- Fed into **Netformx ChannelXpert™**, users see a summary of client assets, assets confirmed in use, replacement opportunities, and converted sales revenue.
- Discovery results are available to **Netformx AssetXpert™** so users have accurate status information on their customers' network assets for renewal discussions and upsell opportunity identification.

With Netformx Discovery, users quickly gain insights on equipment that is underpowered or underutilized, end-of-life or out-of-service, a potential security vulnerability, or otherwise in conflict with a customer's new requirements.

“Netformx Discovery provides insightful information in multi-vendor networks that can uncover network issues or provide guidance for future network enhancements or upgrades.”

Mike Vivenzio, Director of North American Sales Engineering, ALE

With Netformx Discovery you can:

- Speed accurate solution designs by seamlessly uploading your customer's network into Netformx DesignXpert
- Be a trusted advisor by delivering accurate and actionable insights to your customers
- Drive more business with targeted network migrations and upgrades
- Eliminate travel and firewall challenges by performing network discoveries remotely with the portable Netformx Collection Engine
- Visibility to how much of the network you own on a site by site basis, to identify possible takeover opportunities.
- Provide up-to-date and accurate network information to enhance Netformx ChannelXpert and Netformx AssetXpert decision-making
- Gain even more detailed analysis and reporting on discovered devices by uploading the results to equipment vendor services. For example, Netformx Discovery data provided to Cisco SmartAdvisor is then sent to Cisco Smart Services.

Netformx Discovery features

With Netformx Discovery you can quickly and reliably baseline your customer's environment. This information, along with analysis and reporting functions, provides you with design guidance and creates immediate up-sell and cross-sell opportunities.

Detailed Network Device Identification

The discovery results include comprehensive discovery capabilities, including topology, equipment, and configuration data as well as end-of-life, end-of-support, and resource gaps. It provides the make and model number of devices found during the discovery and can identify more detailed information like serial numbers, host and system names, MAC and IP addresses, hardware and software versions, device configuration included memory in use, and physical connections between devices.

Upload to Equipment Vendors

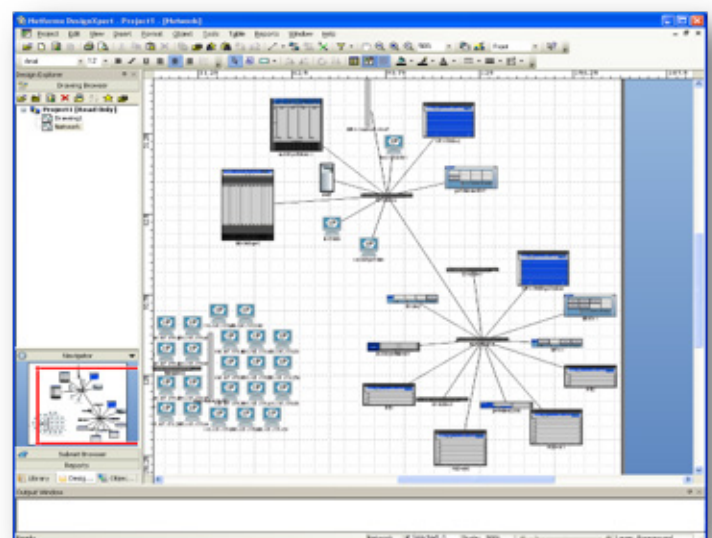
Once a discovery is completed, users can upload the results to equipment vendor services including Cisco Discovery Service (CDS) to gain even more detailed analysis and reporting on discovered devices. Reports generated include information such as end-of-life milestones and security alerts.

Monetize Discovery with Netformx DesignXpert

Discovery baselines created with Netformx DesignXpert are seamlessly transformed into validated customer proposals. Users can easily address security vulnerabilities, end-of-life devices and new requirements the customer may have for more advanced products and services.

Get Network Discovery Results Without Leaving the Office

The Netformx Collection Engine makes it easy to perform a network discovery at a remote customer location. Just email the slim Collection Engine application file to your customer so they can run the discovery. Once the collection process is complete, they can email the encrypted results file to you for analysis.



"Netformx DesignXpert users gain tremendous value when they perform remote discoveries with Netformx' Collection Engine. They can now simply email the Collection Engine directly to the end-customers where it can be installed on any authorized workstation, saving time and travel expense. Being able to easily complete a discovery in this manner enhances our capacity to support our customers. We can identify equipment no longer meeting the demands of their users. It enhances our ability to target new opportunities, increase customer satisfaction, and thereby expand our bottom line."

— Jason Peacock, Business Operations Director at BT

Achieving success with Netformx Discovery

With Netformx Discovery you can win more business by identifying opportunities for new revenue by bringing the customer's network up to date and delivering accurate and actionable planning insights to help them power their business. Automated discovery not only saves time but also dramatically reduces the potential for errors requiring multiple iterations to arrive at a final working solution.

To get started today, talk to your Netformx Account Manager or contact sales@netformx.com

About Netformx

Netformx enables partners to design and deliver multi-vendor IT solutions quickly and effectively. It helps the Cisco channel increase revenues and create an improved buying experience for their customers. Developed in close collaboration with Cisco, the Netformx application suite streamlines the sales lifecycle for pre-sales, post-sales, and subscription and renewal management. It grows profit margins by optimizing use of Cisco incentives, promotions, discounts, and rebates. Automation and powerful analytics provide business intelligence and actionable insights that enable partners to eliminate manual work, improve efficiency, collaborate, and achieve better business outcomes and customer success. Netformx has 2,000+ customers globally including ALE, AT&T, Bell Canada, BT, Cisco, Dimension Data, Insight, Optus, and Telstra. Our multi-vendor KnowledgeBase™ contains client and vendor products, services, and program compliance data from vendors such as Cisco, ALE, Check Point, Juniper, and Riverbed.

