

# Prolinx Technical Account Manager (TAM)

## Supporting your virtualised IT environment

### Overview

As your organisation standardises on virtualised infrastructure and expands deployment, the Prolinx TAM offers a level of expertise, access, and commitment to help maximise your investment.

Serving as a guide, providing technical and strategic direction, the Prolinx TAM assists your organisation in the development and delivery of a customised plan.

The Prolinx TAM provides a seamless continuation of service, leveraging proven methodologies to guide you in best practices.

Prolinx TAMs leverage experience from customers who have faced similar hurdles and our service deliverables are customised to align to your goals and organisational structure.

### Deliverables

- Support in the alignment of people, processes and technology to enable business objectives to be met within timescales
- Assessment your existing infrastructure
- Review of implementation plans for best practices
- Provide recommendations in line with your unique requirements
- Help bring different business divisions together for a common objective
- Address technical or business issues
- Provides access to virtual infrastructure product information and solutions experts including and beyond the VMware infrastructure

### Target Audience

Large organisations planning to standardise on virtualisation. You should consider the TAM service if:

- Your organisation has stakeholders across multiple divisions
- You have an aggressive project timeline
- You have purchased Virtualised Infrastructure products through an Enterprise License Agreement and want to maximise it's value
- You want to deploy virtualisation products leveraging best practices and proven expertise
- Your organisation uses multiple products from partners in the virtual ecosystem

### Roles and Responsibilities

- Vendor Professional Consultant: Customer 'point of contact' to provide access to key staff

### Benefits

- Accelerate standardisation of virtualised infrastructure through assessment, proactive recommendations and trouble shooting unforeseen circumstances that may cause delay
- Increase return on investment by driving momentum toward your goals and aligning people and processes according to proven best practices.
- Mitigate risk by working with a virtualisation expert who can identify common pitfalls and leverage resources within virtualisation partner community

### Scope and Pricing

- 12 days on-site engagement over 12 months
- Service delivered by a vendor certified professional
- Contact your Prolinx account manager or call 01844 279199 for pricing

For full terms and conditions visit [www.prolinx.co.uk/workshop\\_terms/virtualisation](http://www.prolinx.co.uk/workshop_terms/virtualisation)



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