



Unbelievable Results...Delivered

**Achieve Profitability Goals Increase Enterprise Value**



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# ABOUT AIQ

*Trusted IT Advisor Delivering Profit Optimization and Enterprise Value Creation*



**1,000+ CLIENT  
ENGAGEMENTS**



**100+ SPEND  
CATEGORIES**



**20+ YEARS OF  
EXPERIENCE**



**40%+ AVERAGE  
ANNUAL SAVINGS**



**\$500+ MILLION IN  
CLIENT SAVINGS**



**\$7.5+ BILLION IN  
ENTERPRISE VALUE**



How we deliver unbelievable results

# AIQ OVERVIEW



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# HOW WE DO IT



## HLA

### High-Level Assessment

- ~2 Week Duration
- Cost-Free Savings Analysis
- 95% Accuracy

## Phase 1

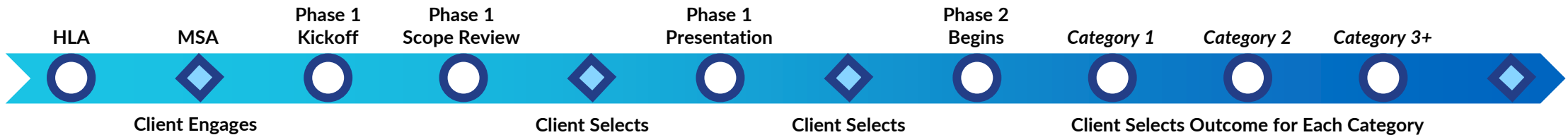
### Kickoff and Discovery

- ~8 Week Duration
- Data Collection
- Analysis and Presentation

## Phase 2

### Event Setup and Delivery

- ~12-16 Week Duration per Workstream
- Competitive Event / Results
- Contracting Period



# CLIENT TESTIMONIALS



## BUSINESS RISK AWARENESS

"AIQ helped us uncover and resolve a severe business continuity risk, and turned it into a million-dollar savings, plus created a global business expansion revenue stream opportunity." Thanks, AIQ!"

- Eric Porter, VP Finance and Administration at DigiCert, Inc.



## REDUNDANT REGIONAL NETWORK

"AIQ helped Imperva produce high 7 figure annual savings. In addition, AIQ's work funded a completely redundant regional network that previously wasn't in our budget."

- Jim Dildine, CFO, Imperva



## CAPITAL REDEPLOYMENT

"The result of this effort has been a \$10M savings... AIQ helped the company redeploy capital in a way that makes it an even better company with a higher-performing product."

- Larry Oeffinger, Sr. Dir., Cloud Ops, Dynatrace



## RETURN ON INVESTMENT

"I cannot think of a partner that has been as laser focused on client success as AIQ... We've saved over \$18M per year so far. I can't think of a better ROI than AIQ in 8x8's history."

- Kevin Kraus, CFO, 8x8