

Lifecycle Experience Differentiator – Decision Confidence and Protection

Risk mitigation or risk reduction is defined as: *a systematic reduction of the extent of exposure to a risk and/or the likelihood of its occurrence.* The risk decision factor is often overlooked until the wrong decision is made and the expectations of a powerful ICT infrastructure and network bringing benefit and value to your business is broken by the wrong system, implemented by the wrong company for the wrong reasons. Probably the greatest lesson that the **ComNet** team has learned over years of experience is that when all other decision factors are similar, selecting the company that represents the lowest risk is often the best decision. Our proven systems, processes and people are focused on protecting your decision from these key decision risk factors. Years of buyer decision experience has identified the decision objectives or dimensions listed below. We have placed them in the correct order based on our experience, but you may have different priorities and additional factors.

Emotional (Subjective) Dimension

Individual solution benefits

Direct (tangible) and indirect (intangible) business impact

Front-office business performance – top-line impact

Back-office business operations – bottom-line impact

Overall investment value

Financial Dimension

Initial ICT investment (ITI)

Total cost of ownership (TCO),

Benefit-value impact (BVI)

Return on investment (ROI)

Practical (Objective) Dimension

System capabilities, capacities, flexibility and performance

Relationship Dimension

Supplier and provider capabilities, capacities and performance

Risk Dimension

Investment risk – Acceleration of initial investment and/or ongoing operating costs

System operational risk – Infrastructure may not perform as specified or required

Supplier performance risk – Suppliers and providers may not perform as promised

Career and personal risk – We have also witnessed some bad decisions that have resulted in job loss or other career or personal ramifications.



Let our team demonstrate the

ComNet Customer Lifecycle Experience today

Select ComNet as your Strategic ICT Solutions Provider