



# NETWORK discovery

## Discover hidden revenue in your existing client base with an aap³ Network Discovery

Network Discovery is a process that, using software tools, enables aap³ to connect to a network and discover the Cisco devices that make up the network, and produce an inventory of each device.

The inventory details the device hostname, its Cisco Product Number, the Serial Number and Product type.

In certain circumstances the report may also include Cisco Product End-of-Sale/Support information and physical location details. This information can be utilized by the sales, finance, engineering and network operations departments of your organisation.

### What do we do?

Our successful engineering resource offering has led to the establishment of a specialist network discovery team to meet the needs of our largest client, Cisco. Our specialist team has grown as the number of network discovery requirements has increased on a global scale.

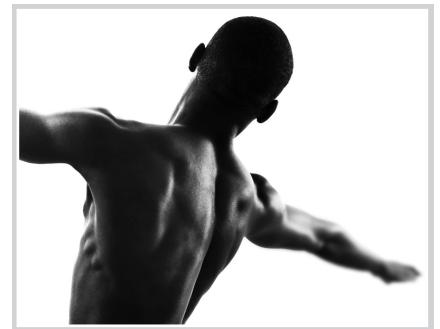
These discovery teams are now available to Cisco partners to perform discoveries. Our highly experienced discovery team will get your customers' technical team to buy-into the process, produce a plan and collect the data by discovering the network.

### Benefits to you

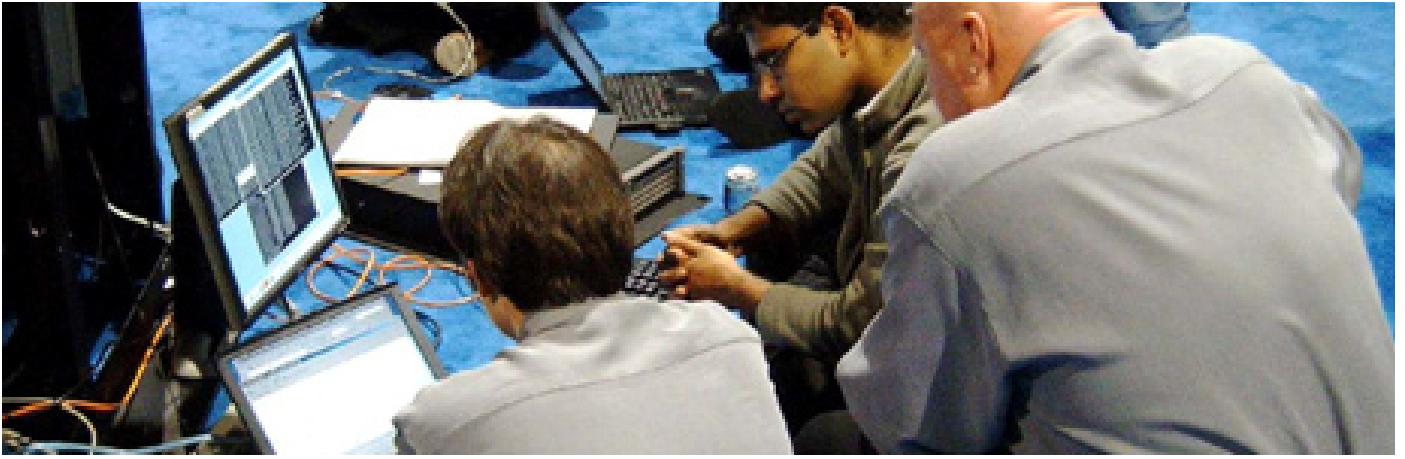
72% of all discovered products on networks are either end-of-life or end-of-sale and can be seen as targets for upgrade.

This information not only gives you significant targeted sales opportunities but also gives you the insight to have deeper, more relevant conversations with your customer.

aap³ Network Discoveries will enable your business to provide impartial consultative advice, guiding your customer to solutions that best meet their business and IT needs.



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## Why use the **aap<sup>3</sup>** Network Discovery Team?

Our Network Discovery Team is available on demand and can be used on an ad-hoc basis. Your internal resource may already be performing discoveries, but are they always available? Could our team be a more cost-effective way of obtaining this data, leaving your higher skilled engineers to be working on more lucrative projects?

Already discovering networks for Cisco and partners, our team is highly experienced and can complete the entire process from ensuring customer technical buy-in to submitting the final report.

## How to Engage

Contact us with an estimate of the network size. We will provide a quotation for you. Upon agreement, our team leader will contact your client to get technical buy-in, agree dates and then the team will be launched.

To learn more, please get in touch:

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