



Independent Technology Advice for Important Business Decisions

Technology Consulting & Advisory Services

Helping organizations make better technology decisions through independent, experienced advice.

Does Any of This Sound Familiar?

- You're considering a significant technology investment and want an experienced second opinion before moving forward.
 - Your Managed Services Provider (MSP) is recommending changes, but you're not sure whether they are necessary or in your organization's best interest.
 - Technology costs continue to increase, and you need help understanding where your money is going.
 - Multiple vendors are proposing solutions, but it is difficult to determine which option best fits your needs.
 - You suspect there are technology, cybersecurity, or operational risks that have not been fully identified.
 - Your organization is planning for growth, acquisition, relocation, or modernization and needs objective technology guidance.
 - Leadership needs independent advice before making an important technology decision.
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How I Can Help

- **Technology Assessments**
Evaluate infrastructure, systems, processes, risks, and opportunities for improvement.
 - **Managed Services Provider (MSP) Evaluations**
Review service quality, contracts, costs, performance, and alignment with business needs.
 - **Vendor Selection & Evaluation**
Provide independent analysis of technology vendors, proposals, and solution alternatives.
 - **Technology Cost Reviews**
Identify opportunities to reduce costs, improve value, and eliminate unnecessary spending.
 - **Cybersecurity & Risk Assessments**
Identify operational, security, compliance, and business continuity risks.
 - **Technology Due Diligence**
Support mergers, acquisitions, investments, and strategic business decisions.
 - **AI Readiness Reviews**
Evaluate organizational readiness, opportunities, risks, and practical use cases for Artificial Intelligence.
 - **Strategic Technology Reviews**
Assess whether technology investments align with organizational goals and objectives.
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What You Will Gain

- Independent technology advice
- Better technology decisions
- Reduced risk
- Improved vendor accountability
- Increased confidence in technology investments
- Better alignment between business goals and technology strategy
- Improved understanding of technology costs
- Practical recommendations focused on business outcomes



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Common Engagements

- **MSP Review & Assessment**
 - **Technology Health Check**
 - **Vendor Contract Review**
 - **Vendor Selection Assistance**
 - **Cybersecurity Review**
 - **Technology Cost Optimization**
 - **Technology Due Diligence**
 - **AI Readiness Assessment**
 - **Executive Technology Review**
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Why Work With Me?

- More than 35 years of technology leadership experience
 - Served as a CIO, CTO, VP of Information Technology, and technology consulting executive
 - Global leadership experience across North America, Europe, and Asia-Pacific
 - Experience supporting organizations ranging from small businesses to international enterprises
 - Led technology organizations of more than 100 professionals with responsibility for strategy, operations, cybersecurity, budgets, and business outcomes.
 - Practical business-focused advice, not theoretical consulting recommendations
 - Proven history of stabilizing and modernizing complex technology environments
 - **Independent advice** focused on your organization's interests rather than vendor sales objectives.
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Two Principles That Have Guided My Career

- **Do what it takes to get the job done.**
- **Treat others like you want to be treated.**

These principles were taught to me early in my career by H. Ross Perot and have guided my leadership approach ever since.

My Promise

Technology consulting should provide clarity, not confusion. My goal is to help your organization make informed technology decisions based on practical experience, objective analysis, and business realities—not hype

Let's Talk

Every organization is different. Whether you need assistance evaluating a technology investment, reviewing a vendor proposal, assessing technology risks, or obtaining an independent perspective, I'd be happy to discuss how I may be able to help.

Ed Carnes, MBA
Carnes Group LLC