



SA-G Technology Overview

Technology decisions with the client at the center

Executive overview, 2026



What clients receive

SA-G acts as an extension of the leadership team

Clear priorities

Business outcomes, technical constraints and budget expectations form a common evaluation baseline.

Qualified choices

SA-G evaluates providers against the approved requirements and explains the tradeoffs.

A defensible decision

An evidence-based recommendation records the scoring, economics, risks and client approval.

Accountable delivery

SA-G coordinates the selected ecosystem resources and maintains executive visibility through execution.



Benefits for the C-suite

One decision record supports each executive's priorities

CEO

Link investment to business outcomes.
Compare costs and tradeoffs with clear
decision ownership.

CIO

Align the technology portfolio and suppliers.
Track service dependencies, contracts and
lifecycle obligations.

CTO

Validate architecture fit and integrations.
Define migration responsibilities and
acceptance tests.

CISO

Make security controls eligibility conditions.
Review provider evidence, exceptions and
secure asset retirement.

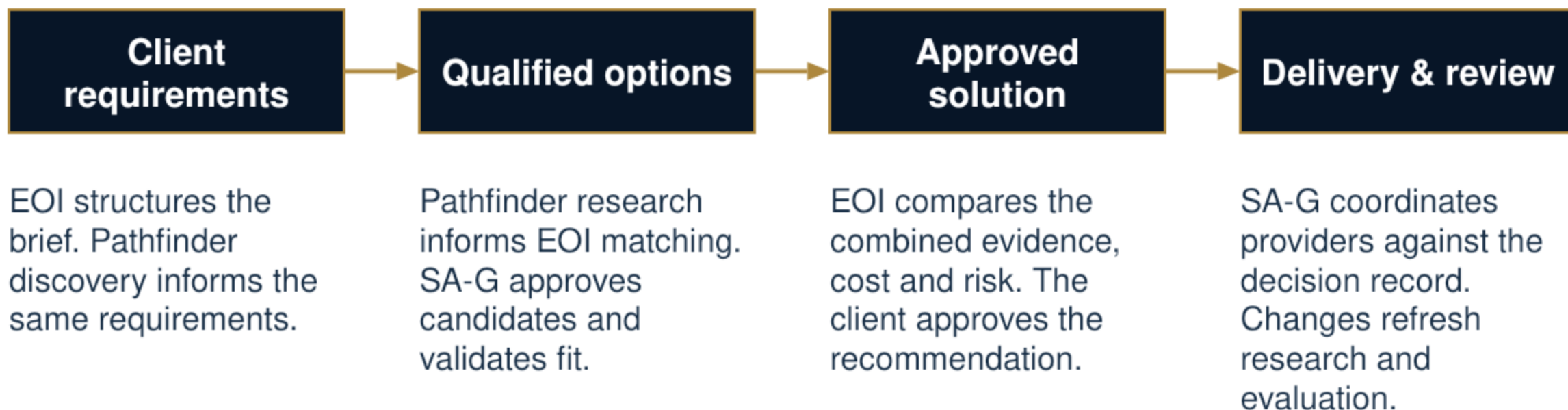
SA-G advisory scope

One strategic view across the technology estate

Advisory area	Services aligned to the business
Strategy and roadmap	Technology strategy, AI readiness, investment planning and partner evaluation
Core infrastructure	Cloud, colocation, data centers, network modernization and cabling
Connected enterprise	Carrier connectivity, wireless, SD-WAN, UCaaS, CCaaS and conversational AI
Risk and governance	Security alignment, contract optimization, billing review and executive oversight
IT asset lifecycle	Asset inventory, decommissioning, secure destruction and responsible disposition

One unified client alignment process

SA-G applies EOI and AVANT Pathfinder together within the same engagement



One client record connects discovery, selection, approval and delivery

EOI capabilities

Ecosystem Orchestration Intelligence is SA-G's decision and selection framework

Requirements

Organize the brief, intake, SOW and technical evidence into a consistent evaluation baseline.

Evaluation

Support conditional matching, vendor qualification, weighted scoring and side-by-side comparisons.

Decision record

Record evidence, exceptions, commercial assumptions, risk assessments and approval history.

Reassessment

Compare previous and updated options when the scope, topology, economics or constraints change.

Discovery and vendor qualification

Client requirements and provider research form one evaluation baseline

01 Client intake

Confirm objectives, locations, budget and existing commitments. Use documents or guided intake.

02 Requirements

Define mandatory gates and acceptance evidence. Use Pathfinder discovery resources to refine the brief.

03 Candidate matching

Combine Pathfinder provider research with EOI editable keywords, phrases and conditional filters.

04 SA-G validation

SA-G approves candidate matches before validating coverage, compatibility and delivery capacity.

Evaluation and client approval

A documented recommendation connects the research to the client's decision

05 Comparison

Apply approved weights and scoring rules to comparable technical and commercial responses.

06 Risk and economics

Review total cost, dependencies, security alignment, contract exposure and implementation risk.

07 Recommendation

Explain the preferred option, alternatives, unresolved conditions and reasons for exclusion.

08 Client approval

Capture the authorization and exceptions, then align the SOW, delivery plan and governance cadence.

Weighted evaluation criteria

Illustrative weights. The client approves the model before scoring

Criterion	Weight	Evidence to review
Technical fit	25%	Requirements coverage and integration compatibility
Operational resilience	20%	Recovery design, redundancy and service commitments
Security alignment	20%	Controls, access model and relevant attestations
Commercial value	15%	Total cost, flexibility and contract obligations
Implementation	10%	Delivery plan, dependencies and acceptance approach
Support model	10%	Escalation process, reporting and service ownership

Mandatory requirements remain eligibility gates. A high score does not override a failed gate.

Commercial comparison and risk

Consistent assumptions expose the tradeoffs behind each proposal

Total cost

Normalize recurring, setup, migration, equipment and licensing costs across the same time horizon.

Contract exposure

Review renewals, termination costs, commitments, service credits and relevant compensation relationships.

Delivery and security

Assess integration gaps, dependencies and security evidence. Record unresolved claims and exceptions.

Savings validation

Distinguish modeled, contracted and realized savings. Verify outcomes against actual invoices.



Pathfinder strengthens discovery and delivery

SA-G applies AVANT resources within the client's selection and execution process

Discovery and research

Use assessments, Technology Navigator and provider intelligence to refine the client's options.

Provider comparison

Dynamic Matrices inform comparisons. EOI applies the client's mandatory gates and approved weights.

Site and cost research

Quick Quote, Fiber Locator and Data Center Search inform options. Providers validate coverage and terms.

Delivery coordination

AVANT adds pricing and order-tracking support. SA-G coordinates resources and retains the client relationship.

Delivery governance and ongoing review

The approved recommendation remains the baseline as the environment evolves

Delivery oversight

Maintain milestone visibility and coordinate providers, integrators and the client team.

Acceptance

Evaluate the agreed test evidence, open defects and service handoff against the approved SOW.

Commercial protection

Review billing, utilization and renewal obligations. Validate savings against the agreed baseline.

Decision continuity

Record changes and escalations. Reassess the provider fit when business or technical needs evolve.

The SA-G decision and delivery package

Deliverables follow the agreed engagement scope

Requirements baseline

Approved outcomes, technical requirements, mandatory gates and evaluation criteria.

Provider comparison

Qualified shortlist, evidence-based scorecard and normalized commercial comparison.

Decision record

Preferred solution, alternatives, risk review, conflict disclosures and client approval.

Delivery plan

Approved SOW, assigned owners, acceptance criteria and an ongoing review cadence.

SA-G ecosystem partners

Specialized expertise across the client's solution lanes



Belden

Network & industrial
connectivity



IES Communications

Infrastructure implementation



ATA Trusted Advisors

Technical & carrier advisory



RDU Innovations

Rapid deployment systems



Homeboy Recycling

ITAD & asset lifecycle



THALES

Data protection &
cryptography



LastPass

Password & access security



AVANT Communications

Provider discovery &
sourcing



Technology discovery, selection and delivery support through one client advisory relationship.

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Thank you