



SKY  
HP SOFTWARE  
IT MANAGEMENT  
AND EDUCATION  
SOLUTIONS

## SKY HP SOFTWARE SOLUTIONS

### → What is Business Technology Optimization (BTO)?

HP's definition of **BTO** is: **BTO** helps you make sure that every dollar invested in IT, every resource allocated, and every application in development or production meets your business goals.

### → How can Sky I.T. Group help you support BTO?

Our business model delivers "single source" IT solutions that address the business challenges of hundreds of midsize and Fortune 1000 clients. Our mission is to focus on bottom-line business results by optimizing your technology investment.

As a Premier HP Business Partner, we know that superior performance is critical for your business. That is why Sky offers enterprises worldwide, a comprehensive panel of HP's I.T. Management Tools, Services and Educational Solutions.

Instead of just selling hardware and software, we work to understand your business, identify problems that make doing business more difficult and prescribe painkilling solutions that optimize your I.T. investment and produce significant bottom-line results.

Learn today how **Sky I.T. Group** can help you run I.T. like a business.

At **Sky I.T. Group**, we know that superior performance is critical for your business. That is why we offer enterprises worldwide, a comprehensive panel of HP's solutions, around:

- **I.T. Strategy**
  - HP SOA Center
  - HP Project & Portfolio Mgmt Center
- **I.T. Applications**
  - HP Quality Center
  - HP Performance Center
  - HP Application Security Center
- **I.T. Operations**
  - HP Business Availability Center
  - HP Change & Configuration Center
  - HP Service Mgmt Center
  - HP Operations Center
  - HP Network Mgmt Center



## ABOUT SKY I.T. GROUP

Sky I.T. Group is a technology solution provider that helps businesses maximize their I.T. investments. The company serves clients across all diverse markets, but has a particular emphasis with retail, manufacturing and distribution clients ranging in size from SMB to Fortune 2000. Sky I.T. Group's business model encompasses four areas of expertise, including:

- HP Software Solutions
- IBM Solutions
- Business Intelligence
- Professional Services
- Educational Services

- **Sky IT Group** has strategic solutions centered on HP's nine optimization centers, professional services, implementations and education offerings to help you ensure success on your HP tool investment. These integrated optimization centers help drive positive business outcomes through automated end-to-end processes across IT Strategy, IT Applications and IT Operations.

Our comprehensive panel of HP Software solutions include:

- **I.T. Management Software:** As a legacy Mercury partner and HP Value Added Reseller, **Sky I.T. Group** is dedicated to assisting customers in every aspect of **BTO**. **Sky I.T. Group** offers the HP Software suite of tools and services, at competitive prices, to help maximize the value and performance of your technology investment.
- **Delivery Solutions:** Only **Sky I.T. Group** offers a one-of-a-kind delivery model that reduces risk, shortens time-to-value, and decreases deployment costs. If you decide on a conventional, in-house deployment, our Professional Services team is available to assist with implementation and full deployment. We work with customers to identify the appropriate Professional Services for their IT initiatives. Our experience, along with industry best practices dramatically increase the predictability of delivering the project, and our proven methodology ensures any issues that emerge are quickly identified and resolved. We recommend the following delivery services for organizations possessing a high level of process knowledge and best-practice expertise:
  - Assessment Services
  - Implementation Services
  - Consulting Services
  - QuickStart Services
  - Staff Augmentation
  - Migration Services
  - Custom Services
- **Educational Services:** Our education offerings enable customers to take advantage of our experience and expertise through highly effective training programs on specific technology implementation tools. Our consultants provide hands-on mentoring and knowledge transfer. **Sky IT Group's** Educational Services department currently offers: HP Certified Public training at our state-of-the-art training facilities in New York City and Las Vegas. Onsite training at a customer's location, HP Certification exam proctoring and customized courseware to satisfy your companies training needs.
- **Other Sky Offerings:** With today's dynamic business challenges, Sky I.T. Group can also work with you to deliver a custom solution that meets your specific business needs. Additional services offerings include, but are not limited to:
  - Software Development
  - Outsourced Projects
  - Application Security
  - Managed Services

