

# IMAC (INSTALL, MOVE, ADD, CHANGE)



With a **nationwide workforce of field technicians** and a **team of experienced project managers**, Essential prepares geographically dispersed locations for new installations or upgrades to infrastructure, and can guide you through a broad range of projects—short or long term.

Essential's skilled team of project managers has the experience to ensure successful execution of installations, upgrades, and other large-scale complex projects. In addition, Essential provides highly specialized technical training when specific skillsets are required, bringing expertise and remaining onsite through implementation.

Every Essential engagement includes a carefully mapped out plan with project requirements in order to execute **on time and on budget**. And throughout the process, we track progress with a cloud-based, project management solution that provides visibility, transparency, and real-time reporting.

## Case Study

### CHALLENGE:

One of the largest OEMs of server and networking equipment needed to wrap installation and maintenance services around the sale of their enterprise equipment. This includes the pre-sale planning and post-award installations.

### SOLUTION:

Essential puts Data Center PMOs in place to work with the client and the end customer on pre-sales/solutions. Installation action plans are created post-award, which are signed off by all three parties. Essential then provides the technical PMO oversight and onsite engineers to deliver quality installations.

### OUTCOME:

Essential's offering has allowed this OEM to provide data center professional services throughout the U.S., enabling the company to focus on upfront hardware sales.

## Typical Assignments

- Cabling
- Configuration and imaging
- Data center installations and moves
- Deploy and install hardware, software, and technology solutions
- Site surveys, compliance audits, and inspections
- Preventive maintenance
- Refurbishments
- Technology upgrades and refreshes of existing equipment
- New store openings



Our extensive service industry background ensures that we always look beyond the short-term project to ensure that the equipment is supported for the long-term, recommending solutions for the future care of the enterprise technology we implement or change.