

## ITAM Surgery for Partners

This document is intended for commercial, delivery, and leadership stakeholders evaluating whether to add ITAM Surgery to their go-to-market offering. It sets out what ITAM Surgery is, why partners use it, how engagements are structured, and how the commercial arrangement works.

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### What is ITAM Surgery?

ITAM Surgery is a fixed-scope, outcome-driven engagement, typically delivered over three days, that helps organisations move from uncertainty to action on IT Asset Management (ITAM) and Cloud Lifecycle Management (CLM). It provides a clear picture of current maturity, highlights priority risks and opportunities, and delivers a practical roadmap for improvement.

For partners, it functions as a structured entry-point engagement: easy to position, simple to scope, and designed to create clear momentum for the broader ITAM, cloud, security, or transformation initiatives that follow.

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### Why partners add ITAM Surgery

Partners typically add ITAM Surgery to their portfolio because it creates leverage across both sales and delivery, without adding complexity or delivery risk.

- A clear, saleable entry point that opens conversations that other services may struggle to start.
  - Helps unblock stalled or sceptical accounts through stakeholder alignment and evidence-based clarity.
  - Accelerates larger programmes by establishing the governance, process, and data foundations they depend on.
  - Creates a natural pipeline: structured findings map directly to ITAM, ITSM, FinOps, security, AI implementation, and managed service follow-on work.
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### The problems it addresses

ITAM Surgery is designed for organisations that know something is wrong but don't know where to start. Common presenting problems include:

- Lack of visibility into ITAM risks, maturity, and gaps.
- Vendor and regulatory audit exposure with unclear ownership.

- Prioritisation paralysis – there are too many issues but no clear starting point.
  - Foundational weaknesses that limit optimisation, security, or AI initiatives.
  - Difficulty turning assessment data into decisions and actionable plans.
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## How engagements are structured

ITAM Surgery is delivered over three focused days, with an optional 2 day extension. The structure is designed to be predictable, senior-stakeholder-friendly, and straightforward to position commercially.

- Day 1 — Strategy alignment and maturity baseline.
- Day 2 — Results review, risk discussion, and prioritisation.
- Day 3 — Process walkthroughs and agreed next steps.

The optional extension (Days 4–5) provides a deeper analysis of hardware and software data, and customisation of high-priority processes to the client’s environment.

For clients ready to move further, ITAM Surgery can be extended into estate analysis, deeper process design, or ITAM and CLM strategy and Target Operating Model (TOM) design in preparation for tooling, transformation, or optimisation initiatives.

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## What clients walk away with

Each engagement produces tangible outputs shaped by the client’s priorities from day one. These typically include:

- A maturity snapshot covering people, process, data, and tooling — with strengths, gaps, and risks clearly identified.
- A prioritised Now / Next / Future improvement roadmap with quick wins called out.
- Leadership-ready summaries suitable for audit, governance, and oversight discussions.
- Process walkthroughs focused on the highest-impact areas.
- Access to the ITAM Accelerate process kit for future customisation.

The result is confident, evidence-based decision-making — and alignment between IT, security, finance, and leadership stakeholders.

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## How the commercial arrangement works

We offer two commercial models and will work with you to make whichever fits your organisation straightforward to set up.

### Refer and earn

Introduce clients to ITAM Surgery and earn a referral fee on completed engagements. ITAM Accelerate delivers the work. No delivery resource required on your side.

### Deliver under your brand

License ITAM Surgery and deliver it as part of your own service portfolio, with ITAM Accelerate practitioners working alongside your team. Suitable for organisations building a formal ITAM practice area or wishing to offer the service under their own brand.

We are onboarding a select number of partners this quarter. If you'd like to discuss which model fits your organisation, we'd welcome the conversation.

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## Next steps

To discuss adding ITAM Surgery to your portfolio, get in touch: [Contact Us – ITAM Accelerate](#)