



Navigate with Confidence

A guide to making better technology decisions

The tech company
with people at heart

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Technology has never been more powerful or more complex.

For organisations today, success isn't simply about adopting new technology. It's about making the right decisions.

Decisions about cloud, security, AI, data and digital transformation. Decisions about where to invest, where to simplify and where to focus.

The challenge is that technology decisions rarely come with a map.

There are countless routes forward. New opportunities emerge every day. Priorities change. Risks evolve. And every decision has the potential to shape the next.



Finding a path isn't difficult **Finding the right path is.**

That's where the right partner makes all the difference.

At Advania, we help organisations navigate complex technology decisions with clarity and confidence - from understanding your options, to choosing the right route and moving forward with purpose.

Because finding the right route is only the beginning.

From strategic consultancy and planning, to technology sourcing, implementation and managed services, we are committed to staying alongside our customers throughout the journey. Because the real value comes from successfully reaching the destination.

Advania. The tech company with people at heart.





The Advania Promise

Five ways we help our customers succeed

At Advania, our role isn't simply to provide technology. It's to help organisations make better technology decisions. The Advania Promise sets out the principles that guide how we work with every customer.

We will help you see the bigger picture

We'll look beyond individual products, vendors and projects to understand your wider goals. Helping you make decisions with the whole journey in mind.

We will turn ambition into practical progress

We'll focus on outcomes, not activity. Helping you move forward with confidence and create measurable value.

We will stay with you for the whole journey

We won't point you in the right direction and leave you to find your own way. From consultancy and planning, to technology sourcing, implementation and managed services, we'll help you from beginning to end.

We will move at the pace that's right for you

Every organisation is different. We'll align our approach to your priorities, ambitions and capacity for change.

We will put security first

We'll build security into every recommendation, solution and service. Helping protect your business, your people and your future.



As you navigate your technology journey, here's some elements that will help you make the right turn

Five truths about technology decisions

Technology doesn't have to be complicated. But making the right decisions often is. The organisations that get the most value from technology understand a few important truths.



1

Technology decisions are rarely technology decisions

Technology should never exist in isolation.

The best decisions are driven by business goals, customer outcomes and organisational priorities, not products, vendors or trends.

2

The fastest route isn't always the best route

Many transformation programmes fail because organisations move faster than their capacity for change.

Sustainable progress beats rushed implementation every time.

3

Security is a business issue

Security isn't simply an IT concern. It underpins trust, resilience and confidence across the organisation.

The strongest organisations build security into every decision, not just every solution.

4

Every technology decision connects to the next

Cloud influences security. Data influences AI. Infrastructure influences user experience. Technology isn't a collection of separate projects. It's one connected environment where every decision shapes the next.

5

Partnership matters more than products

Technology can be purchased. Confidence cannot.

The organisations that succeed are often those with trusted partners who help them make better decisions throughout the journey.



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The questions every organisation should ask

Before choosing a path forward, ask:

What outcome are we trying to achieve?

Technology should support a goal, not become the goal itself.

How does this decision fit into the bigger picture?

Every choice affects future options. Understanding the wider impact is often more important than understanding the technology itself.

Are we solving today's challenge or preparing for tomorrow's?

The best technology decisions create immediate value while supporting future ambitions.

Can our organisation successfully adopt this change?

Transformation succeeds when people, process and technology move together.

Do we have the right partner beside us?

Navigating complexity is easier when you don't have to do it alone.





Where our promises meet reality

Real organisations. Real challenges. Real outcomes.

Building security into The AA's next-generation app

When The AA needed to launch a new app, they needed governance, risk and compliance expertise they didn't have in-house. Advania embedded a consultant directly into their InfoSec team to help guide security-by-design principles, conduct risk assessments and review security policies throughout the build. The result? A security-verified launch on iOS and Android, with zero last-minute fixes.

“Advania's consultant Raghbir joined as an extension of the InfoSec team at a time when we were under-resourced.”

Imran Knight, Senior Information Security Consultant,
Group Risk and Compliance, The AA



Turning cloud ambition into action for Ei Group

The UK's largest pub company wanted to migrate to the cloud in 2018. But outdated, in-house technology blocked it for years. Advania worked out where to begin, updated the company's computers to Windows 10, set up a system to manage all their devices remotely and introduced automatic setup for new devices – across more than 3,000 pubs.

“We have not looked back since. User adoption has been fantastic.”

Leigh Milton, Head of IT Systems & Development, Ei Group





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Transforming Manchester Metropolitan University's (MMU) digital foundations

MMU needed to move 40,000 students and 4,000 staff off old, on-site IT systems and onto a modern cloud platform (Azure VMware Solution). Advania built the foundations for the new setup, made sure everything could connect properly, and moved 500 virtual servers across. The result? 98.5% of those moves worked first time, with extra support afterwards to keep everything running smoothly.

“It absolutely feels like a partnership - very flexible and continuously adjusting to the needs of the project...”

Claire Peers, Project Manager, MMU



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Solving a storage crisis for Epicor

Epicor supports more than 20,000 customers in 150 countries, and its growing databases – some over 1TB – were pushing its five-year-old storage system to the limit, running at 85% capacity. Advania helped Epicor weigh up its options, then delivered a new 150TB storage system built to handle the next three years of growth, along with a network upgrade to keep everything running smoothly. Now, its performance is ten times faster than before, with plenty of room to grow.

“Working with Advania felt more like working with a partner than a supplier.”

Graham King, International Server Team IT Manager, Epicor

EPICOR





Move forward with confidence

Every technology journey is different.
But one thing remains true.
The right decisions create the right outcomes.

Whether you need strategic consulting, the right
technology solutions, or a trusted partner to manage
and optimise your environment, Advania is with you
every step of the way.

Consulting. Technology Sourcing. Managed Services.
One partner. End-to-end.

Ready to navigate what's next?

TALK TO ADVANIA TODAY

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