

How to Engage the Netskope Business Value Services (BVS) Team



ValueScope™ Program

+ Unlock the benefits of network and security modernization to turn security and cloud investments into measurable business value.



Why engage BVS

- Clarify the business value of networking, security, AI and cloud investments
- Translate technology initiatives into measurable financial and strategic outcomes

What you'll get

- A tailored business value assessment aligned to your priorities
- Quantified insights on cost savings, risk reduction, and productivity gains
- A clear timeline for when benefits can be realized



What we'll need from you

- Stakeholder input across IT, security, network and operations teams
- Baseline data on current costs, processes, and challenges
- Alignment on business goals and success metrics

How the engagement works

- 3-4 focused sessions (remote or on-site)
- Collaborative working sessions with your teams
- Executive-ready outputs designed for decision-making



How to prepare for success

- Ensure executive sponsorship
- Identify key success criteria early
- Be ready to validate assumptions and priorities

Outcomes you can expect

- A clear, defensible business case
- Confidence in investment decisions
- A roadmap for turning strategy into measurable impact



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