



BOHIOSYSTEM

● SERVICE DATASHEET · BOHIOSYSTEM

Strategic Consulting

We support the technology decisions that shape the business:
diagnosis, roadmap, budget, and independent judgment.

DOCUMENT

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PREPARED BY

BohioSystem

BohioSystem

bohiosystem.dev · Confidential

THE SERVICE

Most poorly invested technology spend doesn't come from choosing the wrong tool. It comes from not having defined the problem before buying it.

We help decide what to invest in, in what order, and on what basis. We diagnose the current state, build a prioritized roadmap, and support its execution, with or without our subsequent technical involvement.

Our value here is independent judgment: we don't sell licenses and we have no vendor agreements that would bias the recommendation. When the best decision is to do nothing, that's what we say.

Independent

NO VENDOR COMMISSION

PrioritizedROADMAP BUILT ON
JUDGMENT**Budgeted**

WITH ESTIMATED COST

Executable

BY ANY PROVIDER

01

What we solve

The conversations that usually lead to this service.

COMMON SITUATION	WHAT IT MEANS FOR THE BUSINESS
There's budget to invest but no clarity on where	Budget and willingness exist, but every vendor proposes something different and there's no internal criteria to compare them.
Technology spend keeps growing without results	More and more is paid in licenses, services, and vendors, and the sense is that nothing improves.
Projects that never finish	Initiatives are started and then abandoned halfway, leaving unfinished systems that still have to be maintained.
No technical voice at the leadership table	Technology decisions are made by someone who doesn't master the subject, or are delegated entirely to a vendor.
Total dependence on one vendor	A single third party sustains all the technology, and no one internally can assess whether what it charges and delivers is reasonable.
Technology is holding back growth	The business wants to open a channel, a location, or a product line, and the answer is always that the system doesn't support it.

02

What the service includes

01 Technology diagnosis

A complete, honest snapshot of the current state: what exists, what it costs, what risk it carries, and what's holding the business back.

Inventory of systems and vendors · Map of supported processes · Total cost analysis · Continuity risks · Gaps against the objective

02 Technology roadmap

What to do, in what order, and why, with dependencies and estimated cost per initiative.

Prioritized initiatives · Dependencies between them · Effort and cost estimate · Quarter-by-quarter horizon · Success criteria

03 Evaluation of alternatives

A structured comparison between options when a platform, vendor, or approach needs to be chosen.

Weighted criteria · Total cost of ownership · Lock-in risk analysis · Bounded proof of concept · Reasoned recommendation

04 Support to leadership

A technical presence in the conversations where decisions get made, translating between business and technology.

Committee participation · Translation of technical proposals · Contract and scope review · Judgment when dealing with vendors

05 Budget and governance

Turning the roadmap into a defensible budget and a tracking mechanism.

Annual technology budget · Split between operations and investment · Tracking indicators · Quarterly review

06 Change management

The part that sinks more projects than any technical failure: getting the organization to adopt what gets implemented.

Impact map by area · Communication plan · Identification of resistance points · Role-based training · Adoption measurement

03

How we work

In short stages, with something verifiable at the end of each one.

PHASE	WHAT HAPPENS	WHAT YOU KEEP
01 · Discovery	We understand the business, the current state and the real constraint.	Diagnosis and agreed scope.
02 · Design	We define the solution, its risks and its execution plan.	Architecture and milestone plan.
03 · Build	We implement in verifiable increments, not in a single delivery.	Functional progress per milestone.
04 · Go-live	Controlled deployment, testing and knowledge transfer.	Solution in production and team trained.
05 · Evolution	Operation, measurement and continuous improvement under a service agreement.	Periodic report and living roadmap.

04

What you receive

Diagnosis

- Executive report for leadership.
- Inventory of systems and contracts.
- Current cost analysis.
- Prioritized risk map.

Decision

- Structured comparison of alternatives.
- Recommendation with its rationale.
- Risk analysis for each option.
- Three-year total cost.

Roadmap

- Initiatives ordered by priority.
- Dependencies and sequencing.
- Cost and effort estimate.
- Success criteria per initiative.

Follow-up

- Progress indicators.
- Quarterly review.
- Roadmap update.
- Results report.

05

Technologies we work with

We choose the tool for the problem, not by trend or by agreement with a vendor.

TOGAF

NIST CSF

ITIL

COBIT

WELL-ARCHITECTED

BUSINESS MODEL CANVAS

TCO ANALYSIS

RISK MATRIX

OKR

WARDLEY MAPPING

06

Engagement models

MODEL	HOW IT WORKS	WHEN IT FITS
Fixed project	Defined scope and deliverables, agreed price and timeline.	Bounded needs with a clear objective.
Monthly retainer	Reserved team capacity month to month.	Continuous evolution and sustained support.
Dedicated team	Profiles assigned exclusively under your direction.	Long programs or high workload.
Hour bank	Consumable hours with agreed priority.	Variable demand or one-off work.

07

Our commitments

COMMITMENT	HOW IT IS MET
Real independence	We receive no commission from any manufacturer or distributor. If one existed, it would be disclosed before making a recommendation.
Recommendations others can execute	The roadmap is written so any competent vendor can execute it, not to lock you into us.
Numbers, not opinions	Every recommendation comes with an estimated cost, effort, and a measurable success criterion.
Saying no	If the best decision is not to invest, to postpone, or to solve it without technology, that's what you'll hear.

COMMITMENT	HOW IT IS MET
Confidentiality	Diagnostic information is handled under agreement and is never used in any other commercial context.

HOW IT USUALLY STARTS

With a bounded two-to-four-week diagnosis that ends in a report and a roadmap. From there, the client decides whether to execute with us, with their own team, or with another vendor. The deliverable is written so all three options are viable.

08 Next step

GET STARTED

A one-hour session, at no cost, to review your current situation and define together the minimum scope to start with.

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