

Stressed out over conflicting IT procurement priorities?

Control CAPEX spending

Improve service-level agreements

Increase system availability

Align IT/business strategies

Reduce total cost of ownership



You CAN have:

Responsible, cost-effective procurement

High-quality technology support

Competitive pricing

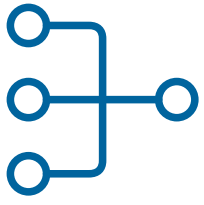
Fulfilled business commitments



Reduce expenses!

Opt for a **lifecycle approach** instead of expensive extended warranties.

- A 7-year lifecycle vs. 3-year OEM refresh can reduce CAPEX by 57%¹
- A holistic approach can reduce overall maintenance costs.



Simplify!

Choose a single third-party maintenance provider and reduce time spent managing vendors by up to **43%**.²

- Improve accountability and response with one trusted advisor
- Reduce costs by decreasing time spent on oversight
- Enhance performance by strategically sourcing.

Budget-friendly maintenance support.
Proactive, first-rate service. Single point of contact.

Companies that switched hardware support from OEM and other third-party vendors to IBM® **reduced support and maintenance spending by USD114,939.**³

Having it all can be easier when you know who to call.
Comparing maintenance providers? Here is what you should consider:

What is their track record of meeting SLAs and **honouring commitments**?



Do they have experience in implementing **cost-saving lifecycle approaches**?



How can they **simplify** vendor management?



What are the **screening, hiring and training procedures** for the technicians who will access your data centre?



What is their strategy for providing timely **parts and support**?

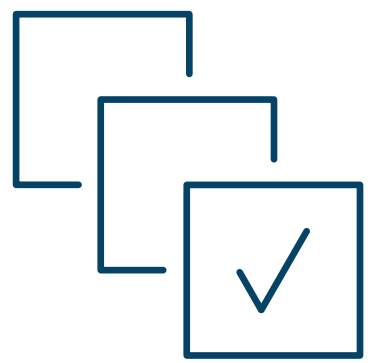


What **locations** do they serve?



Multivendor IT support doesn't have to be so complicated.

Find out how IBM can offer a stronger, more secure solution that helps make your IT procurement process easier.



Download the IBM paper now!

¹ROI calculator for IBM Multivendor Support. <http://ibm.biz/roitool> ²The Total Economic Impact of IBM Multivendor Support, a commissioned study conducted by Forrester Consulting on behalf of IBM, September 2016. These are three-year risk-adjusted benefits for a composite organisation based on interviewed customers. http://ibm.biz/mvs_study

IBM, the IBM logo and ibm.com are trademarks of International Business Machines Corp., registered in many jurisdictions worldwide. Other product and service names might be trademarks of IBM or other companies. A current list of IBM trademarks is available on the web at "Copyright and trademark information" at www.ibm.com/legal/copytrade. © Copyright IBM Corporation 2017. MTJ03227-GBEN-00

