

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

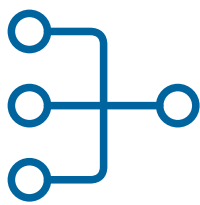
Fulfilled business commitments



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 \$114,939.**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 **honoring 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 center?



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

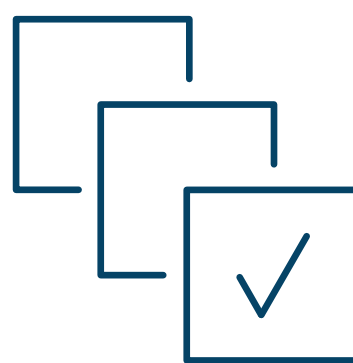


What **locations** do they serve?



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 organization based on interviewed customers. http://ibm.biz/mvs_study

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