



The Business Value of Networking Transformation

Insights from the IDC Business Value Study

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Agenda

IDC's 3rd Platform and the impact on the Network

Market drivers, technology initiatives and business outcomes

How to move forward

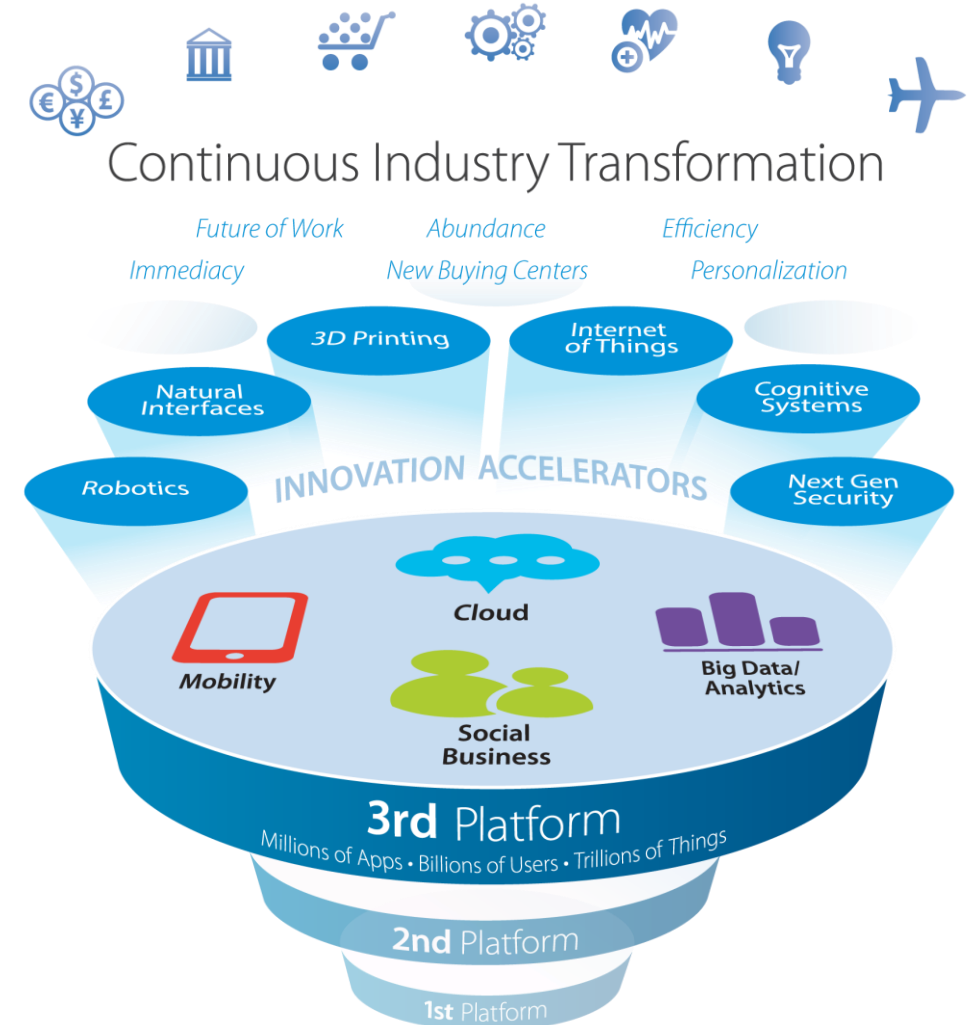
Highlights from IDC's Business Value Study



3rd Platform and Digital Transformation's Impact on the Network

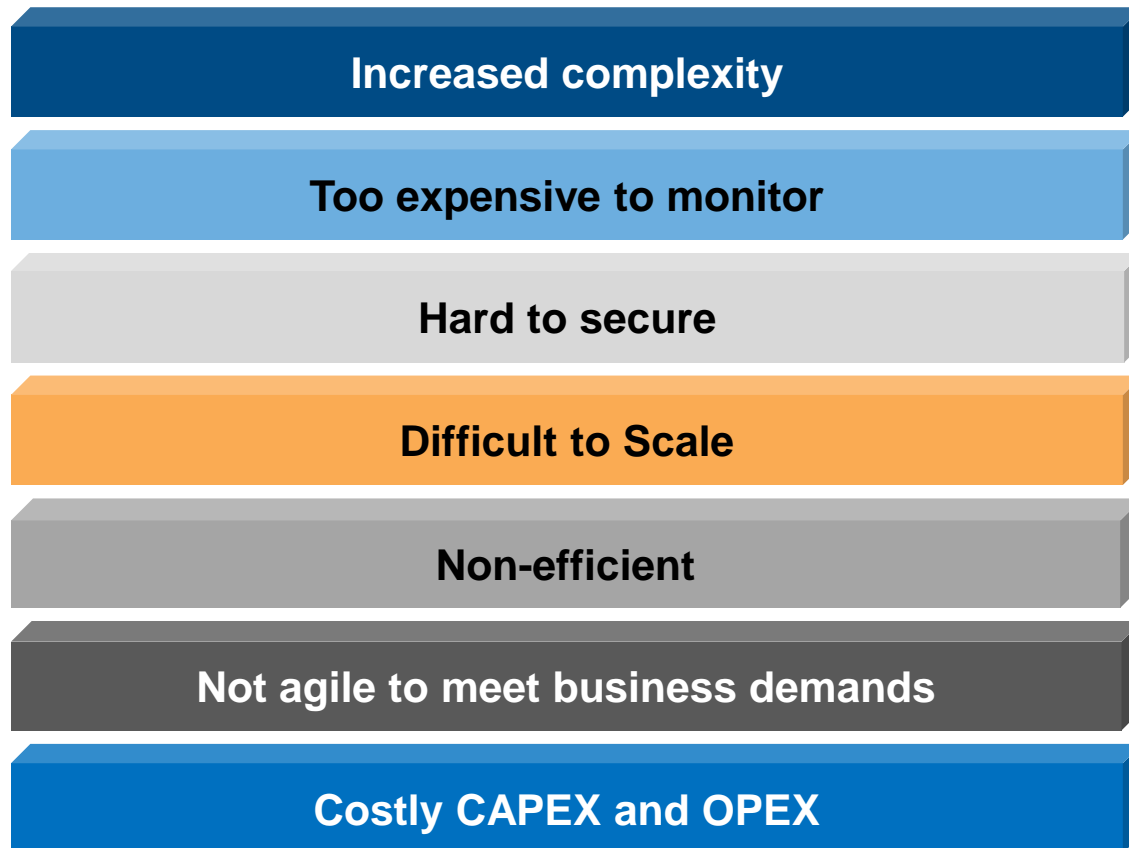
- **Virtualization in the Datacenter**
- **Automation**
- **Velocity, Volume and Variety of Data**
- **Workload Flexibility; Application Performance**
- **Security**
- **Reliability and Scalability**

Source: IDC

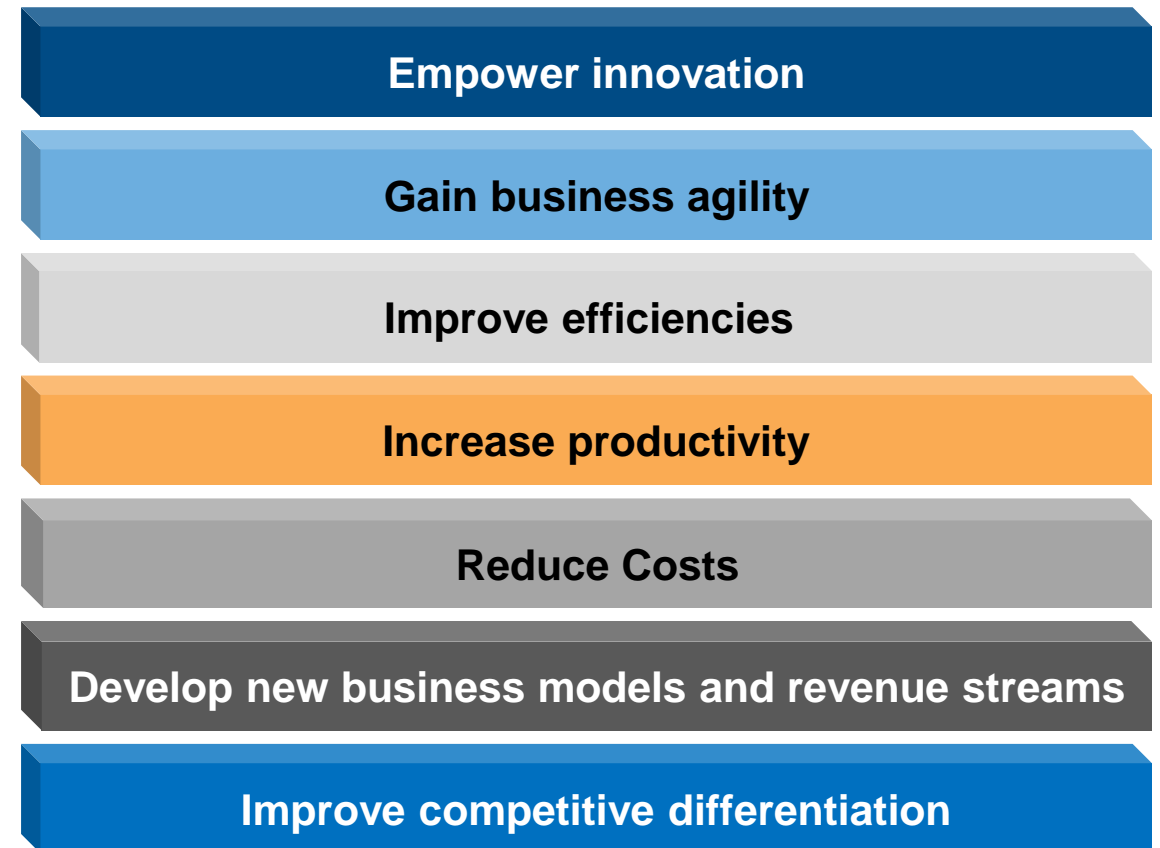


The Network Stands Between Enterprises and Business Outcomes

Architectural and Operational Challenges



Business Outcomes



Enterprises want to embrace the journey but aren't sure where to begin.

- Define the “AS IS” state and the journey to the new “TO BE” state holistically via a strategy day or workshop
- Look to engage with a Services firm with a proven framework with defined, repeatable methodologies
- Ensure your partner can tightly link technology initiatives to measurable business outcomes
- Deliver technical expertise, deep understanding of the architectural environment, risk mitigation best practices, solid reputation and understanding of the business and cost
- Provide offer breadth and depth
- Highly trained people for a standardized approach
- Investment in tools, automation and process for efficient service delivery

Highlights from the IDC Business Value Study



Improved IT staff productivity



Increased risk mitigation — lower network downtime



Reduction in IT infrastructure cost



Gains in business productivity, agility, and innovation

IT Staff Impact

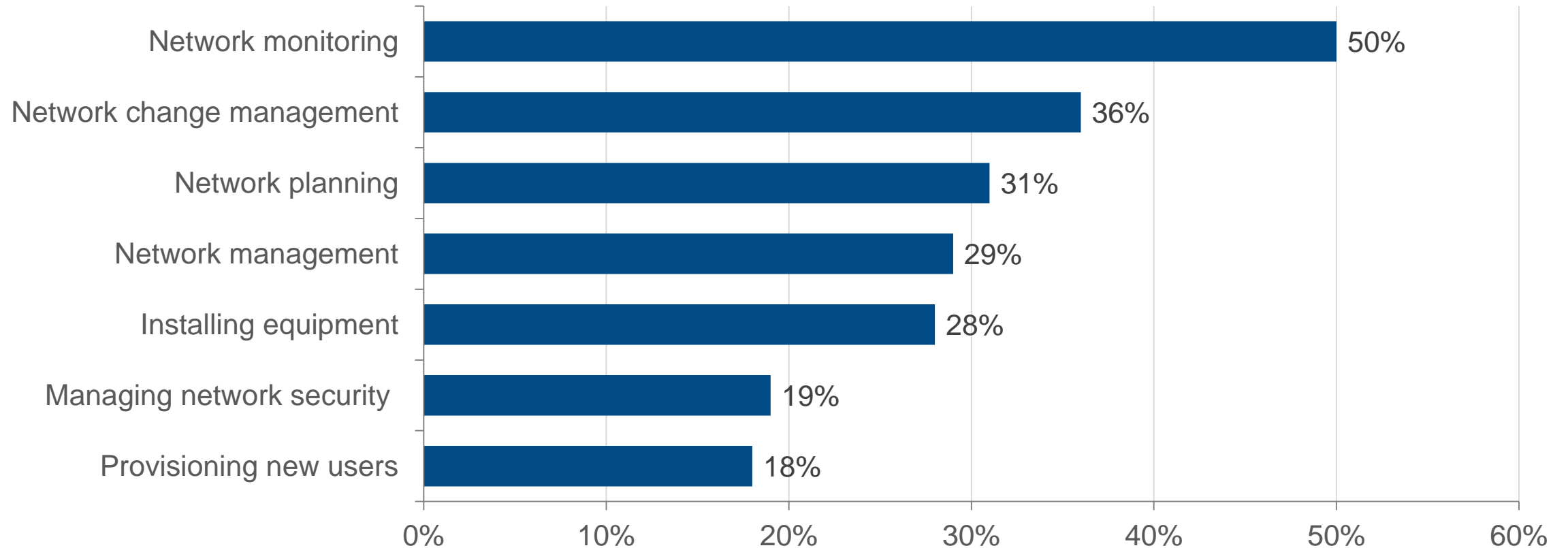
IBM Networking Services



Full-Time Equivalents (FTEs)	Before IBM Networking Services	With IBM Networking Services	Difference	% Change
Networking	220	182	38	17.2%
Networking hires avoided			24	
Servers	213	183	30	14.2%
Storage	109	92	16	15.0%

Networking Staff Efficiencies

IBM Networking Services



Source: IDC Business Value Study, 2015

Risk Mitigation

IBM Networking Services



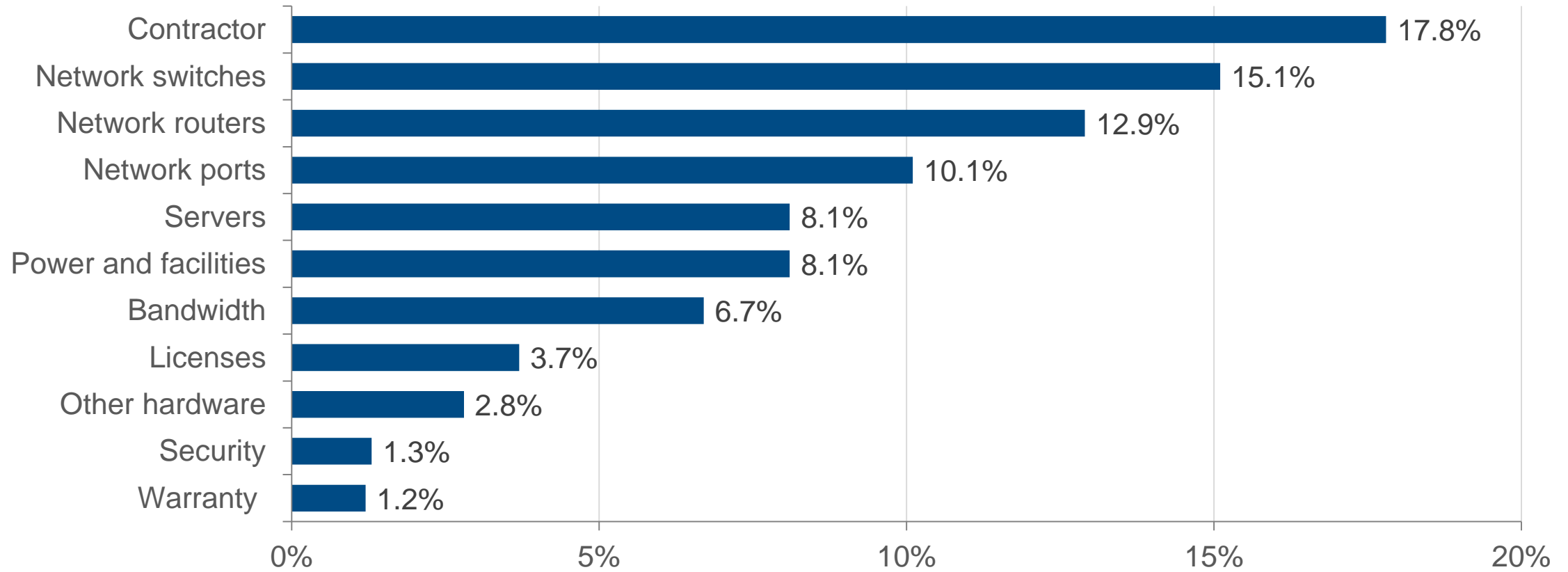
	Before IBM	With IBM	Difference	% Change
Unplanned downtime				
Number of instances per year	34.3	20.4	13.9	41%
MTTR (hours)	2.8	1.7	1.1	40%
Productive hours lost per user per year	4.7	1.7	3.0	65%
Planned downtime				
Number of instances per year	26.9	24.0	2.9	11%
MTTR (hours)	3.5	3.0	0.5	14%
Productive hours lost per user per year	0.23	0.18	0.05	23%
Security breaches				
Number of instances per year	0.6	0.5	0.1	13%
MTTR (hours)	2.9	2.7	0.2	6%
Productive hours lost per user per year	0.4	0.3	0.1	19%
Total impact				
Total lost productive hours per user per year	5.4	2.2	3.2	59%
Total FTE impact per year	192	79	113	59%

Source: IDC Business Value Study, 2015

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IT Infrastructure Cost Reductions

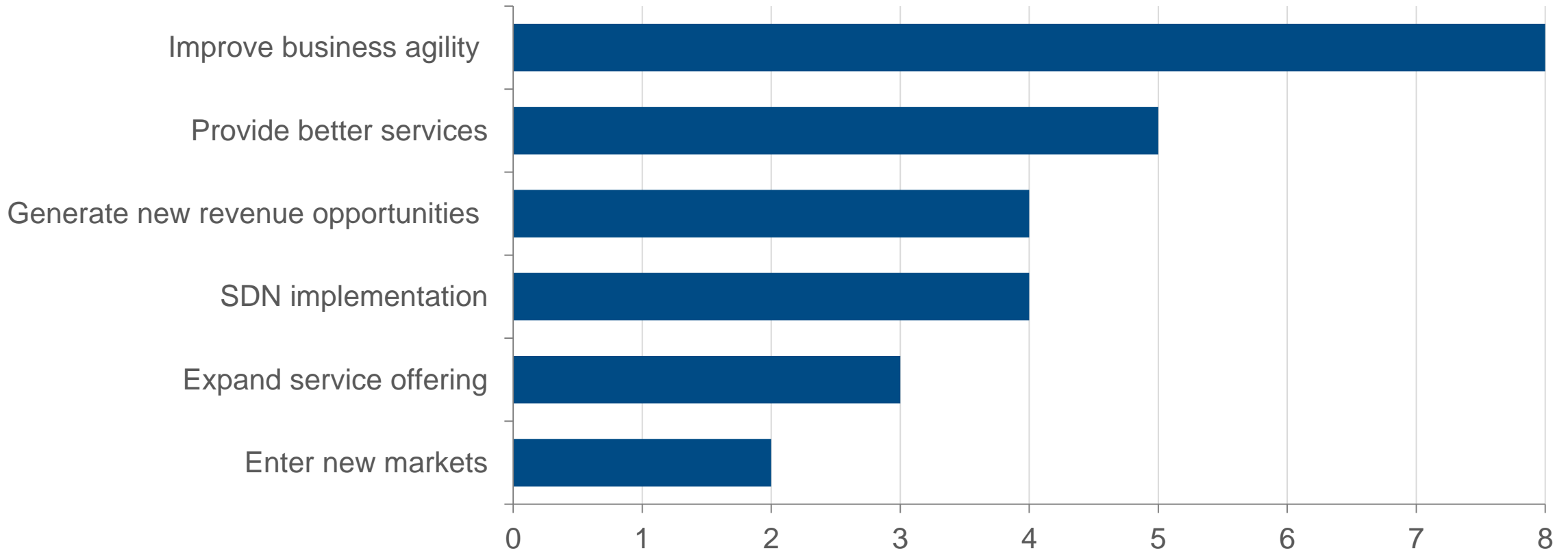
IBM Networking Services



Source: IDC Business Value Study, 2015

Business and Technology Benefits of IBM Networking Services

Number of Organizations Naming as Benefit:



Source: IDC Business Value Study 2015