Why Compromise? Get More IT Power and Lower Costs.

IT costs are climbing fast

Today's companies demand more from IT, which means you need to do more with less. Can you increase your capacity for growth, reduce the number of servers you have to manage and cut costs at the same time?

We think so. And we're willing to prove it.

Get an in-depth assessment of your IT environment, at no charge, and discover the most effective technical and cost-effective solution for your business.

For more info: ibm.com/iteconomics

Contact IBM: IT.Economics@us.ibm.com

Your focus is our focus

Cloud: Find the right private, public or hybrid cloud

Workload placement: Consolidate, offload and deploy workloads on alternative platforms

Value: Discover the best solution for your unique business needs

Mobile: Mitigate high-volume, low-value mobile transaction costs

Analytics: Exploit infrastructure for analytics solutions

Chargeback analysis: Align chargeback policies to actual IT costs

Benchmarking: Compare your IT environment with industry best practices

Follow the money

An IT assessment helps you compare what you've got to what you could have—and shows you what you'd gain by making the switch.

You'll get a business case based on your IT environment's data and costs so you can make the best possible IT decision for your business—and do it with confidence.

Compare your environment to the alternatives:

- IT operating costs (Opex), capital expenditures (Capex), migration, server upgrades, maintenance

- Qualities of service (SLAs, security standards, resiliency, serviceability)

- Workload consolidation, server utilization and performance efficiencies

- Return on investment and payback period

- Total cost savings over multiple years

How much can you save? Where can you boost performance? The assessment will tell you.

You'll get:

A **detailed assessment** based on your current situation

Recommendations to reduce your IT spending and to achieve your technical requirements

Here's how it works

It just takes a few weeks, and it requires little effort on your part. Here are the steps:

1 **You request an IT Economics study:** Ask your IBM Client Representative, IBM Business Partner or contact the IBM Eagle Team at IT.Economics@us.ibm.com.

2 **You decide on a workshop date:** An IBM IT Economics consultant will coordinate a date to hold an on-site workshop with you. (It usually takes about two hours.)

3 **We hold the workshop together:** Your IBM IT Economics consultant will explain how it works, ask about your IT strategy, capture your objectives, gather information about your IT environment, and share best practices.

4 **We analyze the data:** After collecting the information, your IBM IT Economics consultant will perform the analysis offsite. This usually takes a few weeks.

5 **We deliver the results:** Your IBM IT Economics consultant will present findings, provide recommendations and answer questions.

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