



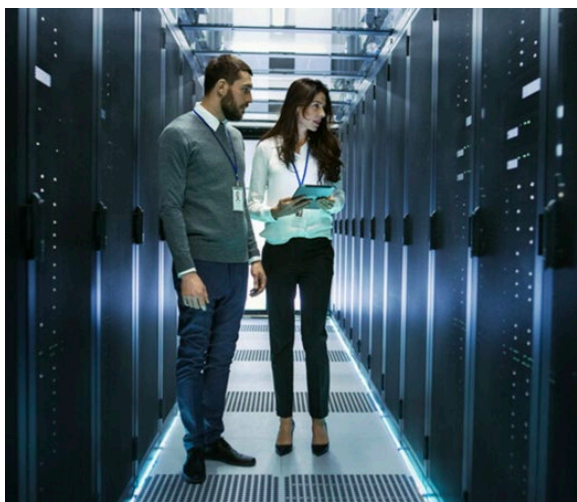
IBM IT Economics Consulting and Research Newsletter for ecosystem partners 3Q 2021

Use os insights de IT Economics para ajudar seus clientes a efetuarem decisões informadas sobre TI .

Utilize a consolidação de workloads para diminuir os custos de TI

Testes internos na IBM e dados dos ambientes de clientes mostram uma taxa de consolidação entre 10 até 32.5 cores de ambiente distribuído para um core de IFLs em IBM Z® ou LinuxONE levando a custos menores em softwares e em outras despesas de TI.

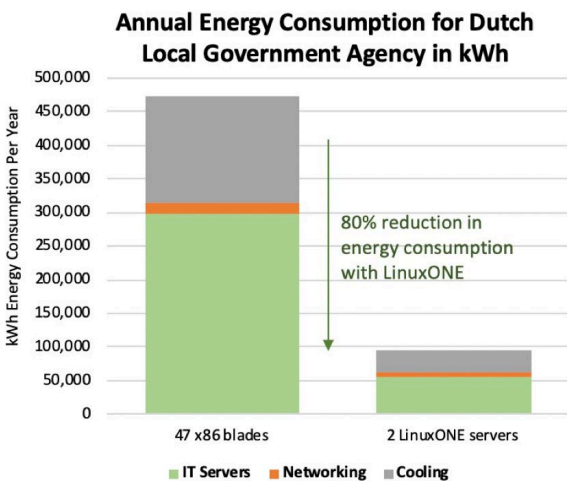
Leia em [IBM IT Economics paper](#) e compartilhe com seus clientes



Reduzindo a pegada de CO₂ da computação

Entenda como a consolidação de dados e aplicações em uma infraestrutura única e robusta como IBM Z ou LinuxONE pode contribuir para um ambiente de TI mais sustentável em termos ambientais e o porquê empresas em todo o mundo estão escolhendo IBM Z e LinuxONE ao invés de soluções distribuídas..

Envie este [paper](#) para os seus clientes.



O seu cliente está tendo dificuldades para justificar uma aquisição?

Eles entendem a proposição de valor de uma estratégia de hybrid cloud em IBM Z ou LinuxONE?



Eles sabem o quanto eles podem economizar ao consolidar os workloads Linux em cores IFL em LinuxONE ou em IBM Z ?

Estas são algumas das mais comuns requisições de análises de IT Economics que recebemos dos vendedores IBM para ajudar a acelerar o fechamento das oportunidades de IBM Z e LinuxONE, e nosso time pode ajudar você também.

Envie uma solicitação para IT.Economics@us.ibm.com ou vpenna@br.ibm.com para uma análise sem custos para ajudar seu cliente em uma decisão informada de TI baseada em quantificação de valores e economia com IBM Z ou LinuxONE
Compartilhe este [Flyer](#) e [FAQ](#)

IBM IT Economics Consulting and Research
IT Value and Cost Assessment

Companies, both large and small, are looking for ways to simplify operations and reduce IT costs while meeting the demands of their business. IBM IT Economics Consulting and Research provides a unique perspective on the value of your IT environment and the cost of ownership (TCO) and business value assessment (BVA) methods to conduct your assessment.

IBM offers a range of IT value and cost assessment solutions to address the most frequent technical and operational challenges for your business. Leverage this assessment to quantify value, optimize operational efficiency, and increase investment for your organization.

What information is assessed in your IT value and cost assessment?
The assessment evaluates technical and operational differences between your existing environment and alternative solutions.

- IT spending: costs, capital expenditures, migration, support
- Operational efficiency: resource utilization, server, storage, networking, security
- Business value: impact of current IT on revenue, productivity, customer satisfaction, and other key business metrics
- Operational risk: downtime, security, and other key business metrics
- Hardware lifecycle: age, performance, and other key business metrics

Get started!
Send a request to the IBM IT Economics team at iteconomics@us.ibm.com or your IBM Client Representative at IBM Business Partner.

An IT Economics consultant will have a free 30-minute consultation to discuss your business requirements and how IBM IT Economics Consulting and Research can help you. This consultation will identify business cases which is relevant to your needs. Your assessment will include:

- Detailed analysis based on your customized scenario
- Recommendations to reduce IT costs and enhance technical business value

IT Value and Cost Assessment
No charge. Includes IT assessment to achieve your IT and business requirements.
View [IBM IT Economics paper](#)

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IT Economic Cost and Value Assessment

What is an IT Economics assessment?
An IT Economics cost and value assessment is a no-charge consulting assessment to help you identify IT efficiencies, increase business value for your company and reduce IT costs. Each assessment is unique to your IT objectives and environment since it is based on your data, costs, IT and business requirements.

What is an IT Economics workshop?
An IT Economics workshop is a meeting with you, an IBM IT Economics Consultant and other key participants to define the scope of your IT Economics assessment.

What is discussed in the workshop?
During the workshop your consultant will ask questions about your IT environment, challenges and objectives, and will share best practices we have gathered working with clients in hundreds of enterprises. This is an interactive and collaborative discussion and participation by all is an essential element of the workshop. As your consultant learns about your IT environment, they will ask for pertinent information to be used in the analysis and will discuss how they will use real cost of ownership (TCO) and business value assessment (BVA) methods to conduct your assessment.

How long is an IT Economics workshop?
An IT Economics workshop usually lasts about two hours and is typically organized as follows:

1. Introduction and explanation of IBM IT Economics methodology (20 minutes)
2. Overview of key business objectives, IT priorities and issues from the Executive Sponsor (20 minutes)
3. Stakeholder explanation - current situation, challenges, and potential outcomes (20 minutes)
4. Scope of Assessment - definition and scenarios for one or more assessments (40 minutes)
5. Determine timeline for assessment, sponsor's point of contact for data collection and next steps (10 minutes)

How should we prepare for an IT Economics workshop?
No time work is required prior to the workshop. However, it is important that the key IT personnel attend the entire workshop.

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Valores de TI e Análise de Custos

Uma análise de TI específica sem custos para alcançar os requerimentos de negócios.

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