



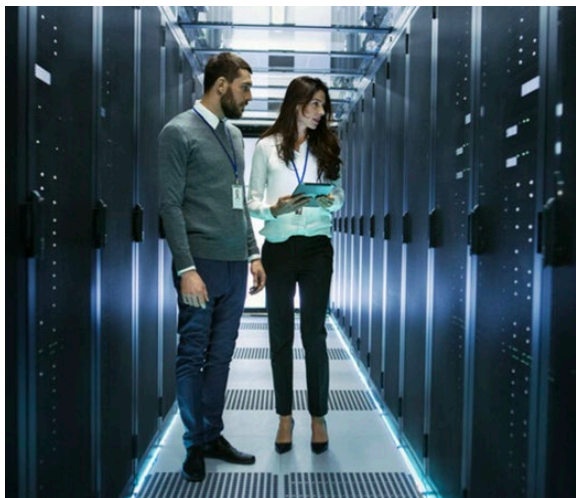
IBM IT Economics Consulting and Research Newsletter for ecosystem partners 3Q 2021

Utilice la perspectiva de IT Economics para ayudar a su cliente a tomar una decisión de TI informado

Aproveche consolidación de cargas de trabajo para reducir sus costos de TI

Pruebas internas de IBM así como datos de ambientes de clients, muestran rangos de consolidación de cores **10 a 32.5 cores distribuidos a 1 IFL** en IBM Z® o LinuxONE resultando en costos de software y otros, dramáticamente menores

Lea este [IBM IT Economics paper](#) y comparta con sus clientes

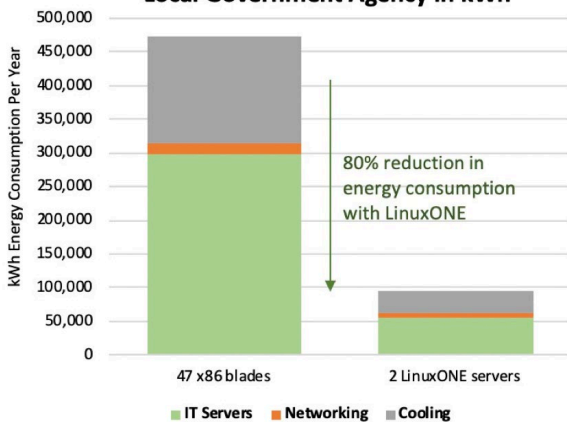


Reduciendo el carbon footprint del computo

Aprenda como la consolidación de datos y de aplicaciones en una infraestructura centralizada IBM Z o LinuxONE puede contribuir a un ambiente de TI mucho más sustentable ambientalmente y porque negocios en todo el mundo están escogiendo IBM Z y LinuxONE por encima de soluciones distribu

Envíe este [paper](#) a sus clientes.

Annual Energy Consumption for Dutch Local Government Agency in kWh



¿Sus clientes están teniendo problemas tratando de justificar una compra?

¿Entienden la propuesta de valor de la estrategia de nube híbrida con IBM Z o LinuxONE?

¿Saben cuanto pueden ahorrar al consolidar cargas de trabajo Linux en LinuxONE e IBM Z IFLs?



Estas son solo unas cuantas de las peticiones más comunes para hacer estudios de IT Economics que recibimos de vendedores de IBM para ayudar a cerrar oportunidades de IBM Z y LinuxONE, y nuestro equipo te puede ayudar a ti también

Envíe su requerimiento a IT.Economics@us.ibm.com para un estudio sin cargo para ayudar a sus clientes a tomar una decisión de TI bien informados por medio de cuantificar el valor y los ahorros de IBM Z y LinuxONE

Comparta este [Flyer](#) y [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 offers a range of consulting value in assessing their IT environment against the latest technology and standards.

IBM offers a no-charge IT value and cost assessment to determine the most efficient technical and operational solution for your business. Leverage this assessment to control solution delivery, optimize efficiency, and increase investment for your organization.

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

- IT spending (total, capital expenditures, migration, server)
- Capacity usage (CPU, total capacity of server, I/O, security, availability, scalability)
- Performance efficiency
- Hardware investment and refresh cycle
- Hardware savings over multiple years

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

An IT Economics consultant will have one hour available to your organization to discuss, define questions for assessment, and what best practices. Your consultant will describe a business case which is tailored to their needs. Your consultant will provide:

- Detailed analysis based on your customized scenario
- Recommendations to reduce IT spend and enhance technical solution effectiveness

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

IBM
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, core, 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 are essential elements 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. Introductions 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 strategy, 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 is more important than you prior to the workshop. However, it is important that the key IT personnel attend the entire workshop.

Valor de TI y Análisis de Costos

Sin costo, estudio de TI personalizado para alcanzar sus requerimientos de TI y de negocio

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