

## Overview

IBM Cloud Resiliency IT Dependency Mapping uses a patented tool developed by IBM Research called Analytics for Logical Dependency Mapping (ALDM). This resiliency service helps automate the discovery of IT infrastructure, and its associated dependencies across your traditional IT and hybrid cloud infrastructures. Whether your IT discovery needs are within or between existing data centers, IBM's service provides you with a non-intrusive approach to identifying server and middleware configurations and associated dependencies. This IBM service has immediate availability for custom solutions. This solution qualifies as "XaaS".

## Target Audience

### Target industry:

Financial/banking/insurance, healthcare, telecommunications, retail

### Client size:

Large enterprises to medium-sized organizations seeking to migrate or consolidate, but lack the right skills and experience

### Typical sponsor:

Chief information, risk, and data officers; business continuity and data center site managers

## Client Pain Points

IT discovery is a complex task. It is generally not implemented across the entire IT infrastructure due to costs and availability of skilled resources. Traditional IT discovery methods fail to provide an accurate picture of the IT environment to be used. These conventional methods use outdated processes or manual labor, which increases costs and risks to any consolidation or migration project.

### What problems does it solve for clients?

- Quick and non-intrusive method to identify servers and middleware configurations.
- Assist in planning activities for data center consolidations or migrations.
- Identify changes in a complex environment periodically.

## Benefits/Value Proposition

By using the power of ALDM, IBM Cloud Resiliency IT Dependency Mapping lowers the cost and complexity of IT discovery. ALDM delivers a snapshot of all selected servers, middleware and their dependencies.

### Benefits:

Mitigating risk and cost control is our client's primary concern when planning a consolidation or migration.

- **IBM Cloud Resiliency IT Dependency Mapping** uses specialized skills and unique tools to help identify risk, opportunities for cost reduction and resiliency improvement.

The **IBM Cloud Resiliency IT Dependency Mapping** portal is accessible by IBMers and clients and provides secure file uploads and downloading of outputs:

- Encrypted, secure communications
- User created accounts with challenge and response passwords
- Bulk upload for tape archive (tar) files
- Download most current scripts
- Download ALDM outputs

Ensuring applications move within predefined outage windows for flawless execution is more complex than you might expect.

- IBM has the tools, methods, skills and experience to successfully plan and implement migrations.

## Key Questions

- Is the client interested in improving the resiliency of their IT infrastructure, for example, when planning a data center migration project?
- Have they recently experienced unexpected application outages?
- Does the client plan to build a new data center, migrate their infrastructure to a new data center, or move workloads into a cloud? When is the project anticipated to start?
- Is the client looking to grow their data center infrastructure and use cloud technology or a hybrid cloud solution to meet their future needs?
- Does the client have current and valid server and middleware dependency information?

## Competitive Differentiators

Current tools are required to be continually active to capture server dependencies potentially increasing labor costs and degrading performance in the environment.

IBM Cloud Resiliency IT Dependency Mapping is unobtrusive in the IT infrastructure running periodically with minimal overhead on servers and the network.

Enterprise-level IT discovery tools require significant time to install, maintain and operate.

IBM Cloud Resiliency IT Dependency Mapping delivers faster time to results (usually 4 weeks or less).

## Average Deal Size/Pricing

Deal sizes vary depending on the servers selected

## References

Find client references by visiting [IBM Client Success Central](#).

- [Win for Stryker Corporation](#)

## Seller Call-to-Action

Advertise the fact that IBM has a "cost effective, ease of use" approach to identifying dependencies with IBM Cloud Resiliency IT Dependency Mapping services. This is a unique opportunity for you to offer a solution that is designed to be less complex, faster and cheaper than client alternatives.

- When making a call on *your client*, ask the client what workloads are currently being migrated to either a new location within the client IT environment or to cloud.
- Introduce *new clients* to the entire family of IBM Resiliency Services™ always-on data center options. Lead with how IT discovery services is key to resiliency and efficiency. Many clients can relate to the challenges of resiliency during the complexity of workload movement.

## Platform

Multiplatform data center infrastructures are fully supported.

## Cross Selling

Use Cloud Resiliency IT Dependency Mapping as a catalyst into other IBM Resiliency Services, such as backup as a service (BaaS), resiliency communications as a service (RCaaS), disaster recovery as a service (DRaaS), and other site, facilities and data center services.

## Additional Information

Visit [WW Resiliency Services Community](#) to identify your resiliency sales leaders

ALDM community: <https://ibm.biz/BdxYam>



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