

Need Help Understanding Your Total Cost Of Ownership (TCO)?



Which IT infrastructure really costs less: a distributed platform, or mainframe? The answer is not the same for all companies because it depends on factors that are unique to each enterprise. And here's where IBM can help.

IBM Eagle TCO Study



Offering Highlights

IBM offers a **no charge** Total Cost of Ownership Study that helps customers examine the cost differences between alternative approaches and provides recommendations to assist in determining their strategic IT infrastructure.

The Eagle TCO Study considers key costs in operating and IT platforms over a span of five years, because a one-year study is insufficient to show the benefit of strategic spending. The study is specifically tailored to a customer's enterprise.

Scope of the TCO Study

The Eagle TCO Study examines a comprehensive set of key cost factors related to the operation of an IT infrastructure:

- hardware acquisition, maintenance, and refresh
- network and communication costs
- software acquisition & maintenance, including middleware and system management software

- migration costs
- disaster recovery
- energy & real estate costs
- operations labor costs
- production, development and test

These costs are analyzed separately for the mainframe and distributed platforms and compared over a five year period.

How It Works

Start by requesting an Eagle TCO Study through your IBM Client Representative or contact Craig Bender of the TCO Group (csbender@us.ibm.com).

Project preparation - The IBM TCO team works with your IBM account team to prepare for the on-site customer meeting, gathering information in advance to minimize the your time requirements.

On-site Customer Meeting (half-day) for gathering *business information* (business goals, growth strategies, current costs and pricing information)

and *technical information* (details and costs of current IT infrastructure, applications, workloads, utilization, quality of service requirements, and approaches under consideration for improving the IT infrastructure).

Report Preparation - The report is prepared offsite by IBM (in approximately two weeks), during which time the customer is available for phone/email consultation and clarification.

Report Presentation – In a follow-up customer meeting, the IBM team will deliver the final report to include all inputs, assumptions and the financials, reflecting key operating costs for all alternatives discussed. The full analysis is made available to you.

At the end, you will understand the costs of operating your mainframe or distributed platforms for business applications over a period of five years.

Who We Are

The Eagle TCO Team is part of the IBM Strategy and Technology Group. We provide a unique approach to working with IBM customers for analyzing individual situations, with a focus on factors that are most important to each customer. The team consists of senior IT analysts who have worked with worldwide customers of all sizes in all industries.

Contact Craig Bender,
csbender@us.ibm.com, to learn more about the no charge IBM TCO Study