

IBM Open Client Assessment Services



Highlights

- **Identifies appropriate end-user target groups for pilot projects to help you quickly realize the benefits of an open client environment**
- **Helps match the right client technology solutions to your business objectives**
- **Provides a low-risk approach designed to deliver ROI during each project phase**

Identifying alternatives in the client environment

Today, enterprises like yours are seeking alternatives to high licensing costs and sole-source providers in existing desktop or client environments. Security concerns and virus alerts impact the productivity of your IT organization. And software upgrades that add more functionality than you need complicate system administration. If your business relies on single-function transactions and kiosk applications, such as in call centers, branch banks and retail locations, an environment built on open standards can help you benefit

from reduced licensing fees, cost-efficiency and centralized control. But it isn't the solution for every organization or every user group.

IBM Open Client Assessment Services provides a thorough evaluation of the viability of a Linux or open-source implementation in your organization. The comprehensive assessment helps determine whether migrating desktops and client systems to an open environment can satisfy your technical, organizational and financial requirements. Strategic, technical design and pilot phases provide checkpoints for an incremental approach that helps optimize your return on investment. Our experienced IBM consultants can help you work toward a streamlined client environment—one that's flexible, cost-effective, security-rich and reliable.

Creating an efficient client environment by mapping functionality to usage

Our proven methodology uses questionnaires and workshops in the first phase of assessment to evaluate users in your environment, examining

their roles and requirements. We identify user groups that have potential to bring early, rapid benefits. We are then able to plan for desktop capabilities and business applications in the most appropriate way for your organization, whether that means creating an integrated portal to streamline your work environment or reducing administration complexity and expense by improving client environments with high functionality requirements. Once a pilot opportunity is identified, we analyze your business imperatives and create a client architecture that complements your overall environment.

Approaching solution design with your business goals in mind

IBM delivers the knowledge, industry expertise and proven methodologies to help you plan an open operating environment using a cost-effective approach to security that can help reduce administration and improve IT staff productivity. Using best-of-breed technology, we plan an architecture that aligns with your business objectives. Through years of experience with Linux and open-source solutions, as well as key alliances, we can help optimize the potential of your client environment.

Focusing on your ROI

IBM Client Assessment Services focuses on your ROI and seeks opportunities for savings throughout the project. We help you uncover areas to potentially reduce licensing fees and modify business processes, while helping you develop a strong business case for change. Through the assessment workshop, the technical design phase and pilot implementation, our approach is designed to enable you to build a Linux or open source client operating environment on a strategic, durable foundation.

Relying on the experience of a global team to deliver value

IBM Open Client Assessment Services is designed to provide you with the ability to translate IBM business-process expertise into integrated, adaptive, on demand business solutions that deliver bottom-line value. IBM is a marketplace leader in total Linux solutions, with hundreds of successful Linux projects and a comprehensive portfolio of Linux hardware, software and services.

For more information

To learn more about IBM Global Services, contact your IBM sales representative or visit:

ibm.com/services

To learn more about Open Client Assessment Services, visit

ibm.com/linux



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