

IBM Eagle Studies

Which IT infrastructure costs less?

The answer depends on your IT requirements and business strategy.

IBM offers no-charge Eagle studies to help you examine **economic** differences between platforms and provides recommendations to help you determine your strategic IT infrastructure.

TCO & Workload Placement

Compare costs and benefits of workloads on different platforms to determine the best financial (total cost of ownership) and technical fit.

This assessment provides the IT executive a **business case** from which they can make a financially based IT decision to reduce costs and increase ROI for present and future workloads. Scenarios include:

- **Consolidate** workloads to more scalable servers
- **Offload** workloads to scale-out servers
- Determine **new workload placement**
- Quantify run rates, **migration**, one-time costs



Cloud/Analytics/Mobile/Social

Cloud, Analytics, Mobile and Social topics are on the minds of many IT Executives. This assessment will allow the IT executive to find a cost-effective implementation for scenarios such as:

- **Secure** confidential/personal data in public, private and hybrid **Cloud** environments
- Exploit platform attributes and efficient storage solutions for **Analytics** and Big Data solutions
- Reduce expense incurred from look to book ratios in **Mobile** and **Social** applications

Chargeback Analysis

Senior IT executives are increasingly aware of the need to **align chargeback policies with IT costs**. Chargeback drives usage decisions beyond IT into the business. This chargeback analysis will allow the IT executive to:

- **Analyze actual costs** that are allocated to different server platforms and are charged to lines of business
- Understand how chargeback policies impact **future purchasing decisions**
- Learn about **good and bad approaches** from across the industry
- Draw on developed models to **create a custom roadmap** to achieve alignment between your chargeback policies and your true IT costs and strategic goals

How It Works

An Eagle study can be completed in a few weeks with minimal effort on your part. Studies involve these five steps:

1. **Request an Eagle study** - Ask your IBM Client Representative, business partner or contact the IBM Eagle Team at eagletco@us.ibm.com.
2. **Decide a Workshop Date** - An IBM Eagle consultant coordinates a date to hold an on-site workshop. This is typically a two hour meeting.
3. **Conduct On-site Workshop** - The IBM Eagle consultant will explain the methodologies, capture your objectives for the study, gather information about your IT environment, and share best and worst practices.
4. **Data Analysis** - Depending on the scope of the study, your IBM Eagle consultant may request additional data after the workshop. Analysis and report preparation (performed off-site) are usually complete in three to four weeks.
5. **On-site Study Presentation** - The IBM Eagle consultant will present findings, provide recommendations and answer questions.

Eagle Study Outcomes

An IBM Eagle study provides you the following:

- A **Detailed assessment** based on your customized scenario
- **Recommendations** to reduce your IT spending and avoid costly mistakes

IBM Eagle Team

IT Economics Practice

<http://www.ibm.com/iteconomics>

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