



IBM Storage Cost and Value

IBM National Storage Consulting

Highlights

The Storage Cost and Value (SCV) consulting service is a study of the elements of storage costs. Areas analyzed are: human resources, lost productivity, purchase price, environmental, tape, server, and acquisition costs.

SCV Consulting consists of the full, indepth study while the SCV basic service is a high level, quick view of your storage costs

SCV sets a benchmark upon which return on investment (ROI) and services billing decisions may be based.

SCV offers a method by which to judge the true value of evolving storage technologies.

Understanding the Cost and Value of Storage

In today's enterprise storage environment it is critical to understand the cost of storage and the cost of managing enterprise storage. The growth of the storage environment and its ensuing costs has become the fastest growing areas of most IT budgets. Controlling and predicting these costs is of extreme value to any IT organization.

A clear understanding of your current storage costs is an essential ingredient in determining what storage technology to embrace and what the return on investment (ROI) will be for a proposed storage solution.

Additionally, more and more I/T departments are modeling themselves as IT services profit centers. They strive to be the service provider of choice to other departments and lines of business. Many are selling their services in the open market place.

With SCV you get an accurate benchmark of your current storage costs, comparisons to other solutions, and recommendations to constrain costs.

The SCV Methodology

The study is conducted by IBM consultants from the IGS National Storage Consulting Practice. The SCV team uses input gathered from your IT staff, accumulated SCV Consulting experiences, and industry leading consulting firms to establish your true storage costs. Studies by firms such as IBM, Gartner, IDC, ITCentrix etc. are used to assist you in determining and validating your costs

Two levels of service available

SCV Consulting is a full four week engagement that analysis your storage costs and value in great detail. It consists of initial conference calls to understand your environment, to begin to gather the required documentation, and to help position the project team for a successful engagement. This is followed by a week of on-site interviews for further data gathering. The data is then analyzed off-site. An interim conference call is scheduled to validate the findings. The final presentation to your management staff is then held.

SCV Basic is a more high level, general analysis of your costs. This engagement transpires over a 2 day on-site visit. An initial conference call is held to accumulate as much data as possible. This is followed by a day on-site to do additional data gathering and validations. The findings presentations is then held on the second day.

Understanding the true cost of storage ownership

Relying on the expertise of a global team

As the world's largest storage service provider, IBM Global Services SCV in addition to storage assessment, strategy, design and implementation, and management of multi-vendor storage solutions. Our storage networking services, performance management, capacity planning, and testing also help you achieve a more effective data management system that can provide real time access to data to increase productivity. The people of IBM IGS can deliver comprehensive e-business hosting solutions backed by industry expertise to help reduce costs and streamline your business processes.

For more information

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

**ibm.com/services/webhosting/
storage_services**

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Route 100
Somers, NY 10589
U.S.A.

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09-00
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