



Speed-up your new project review and approval process

HP Consolidation and Virtualization ROI Services

Overview

- Confidently drive your solution
- Get fast-solution ROI analysis
- Benefit from trustworthy results

In these tough economic times, many companies do not have the time, resources, or data required to create winning business cases to justify their key IT initiatives, such as consolidation and virtualization. Self-service ROI calculators from different vendors may not provide the accurate, comprehensive analysis your CFO is looking for. Even though consolidation and virtualization have been praised as major cost-saving data center projects, do not embark on a new initiative without understanding where exactly your savings can come from or what opportunities can bring the most ROI in the short and long term. Starting with a solid ROI analysis and business case can provide a baseline to measure your progress and communicate your success.

About 1 in 5 organizations planning to implement data center projects beyond 6 months do not know how much of their IT budget can be dedicated to Data Center Transformation (DCT). About one-third of organizations planning to implement DCT beyond 6 months do not know what to expect for their ROI.¹

According to a survey conducted by CIO magazine, increasingly more technology managers say ROI influenced whether they pursued a project in the past 12 months.²

IT and business decision makers and project sponsors understand the cost and benefits of implementing major data center projects in order to:

- Accurately estimate and monitor their data center costs
- Prioritize areas to gain data center efficiencies
- Make educated investment decisions for maxing ROI
- Get stakeholder buy-in to start data center projects

HP can help you get a fast turnaround by working with you to fill in the data gaps you may have and provide you with an estimate that is backed up by its vast experience.



Rapid Opportunity Analysis

The service helps our customers with quick identification of data center projects that align best with their business goals and that provide greatest benefits. The analysis provides a simple next step to follow up participation in a Data Center Experience Workshop. The workshop highlights best practices and critical success factors for efficient data centers using a unique, slide-free simulation format. It highlights outstanding practices and critical success factors to gain data center efficiencies by using a highly visual and interactive process.

The HP Data Center Experience Workshop and Rapid Opportunity Analysis following the workshop helps you to:

- Realize the scope, scale, and all critical success factors for your project
- Identify quick wins that generate momentum
- Gain stakeholder buy-in and give more traction to any existing IT or Data Center Consolidation project
- Leverage outstanding practices in consolidation, virtualization, automation, facilities, and operations
- Lay out your next steps in a roadmap

¹ HP—Data Center Transformation: Key Implementation Drivers

² http://www.cio.com/article/331763/TCO_versus_ROI

Rapid ROI Analysis

- For customers looking to understand ROI of a particular data center project without actual data and environmental analysis, this service provides rapid ROI analysis. It leverages customer or industry average data available through HP data center ROI/TCO models. The HP data center TCO/ROI models were independently developed by leading ROI and TCO consultancy Alinean, Inc. to quantify the potential cost savings.
- This service focuses on a select set of areas such as servers, storage, facilities, consolidation, and virtualization.

Business Case Development

This service enables customers to confidently evaluate and justify key technology investments with their CFOs. It provides solid financial business case and in-depth analysis to support faster and more accurate decision making. Customers work hand-in-hand with an HP business consultant to create inventory of assets in scope, define a financial analysis framework, and understand key assumptions underlying future scenarios.

HP Business Case Development Services include the relevant cost and benefits for infrastructure improvement expenses including amortized hardware and software capital investment, consulting, training, support, maintenance contracts, and ongoing operations. After evaluating cost and benefits, HP works with customers to define a financial analysis framework and key assumptions, providing guidance on recommended financial scenarios.

HP Consolidation and Virtualization Business Case

HP consolidated more than 85 internal IT legacy data centers globally to six next-generation data centers, consolidated more than 6,000 applications running the business to approximately 1,500 standardized applications, reduced annual energy consumption in

its data centers by 60 percent, decreased the number of servers by 40 percent while increasing processing power by 250 percent and reduced networking costs by 50 percent while tripling bandwidth.³

At HP, we help you develop a complete consolidation and virtualization strategy including ROI analysis, choose the specific technology that is excellent for your needs, and integrate management tools into your present environment. We also provide assistance for design, transition, support, and education—addressing management and operational aspects for your mission-critical environments.

Why HP?

Trust and collaboration

- We are extended members of your IT team
- We deliver the hardest projects, from legacy consolidation and virtualization implementations to unified communications
- We work with you collaboratively and share our methods and models openly for trusted results.

Proven Experience

- Trained 100,000+ IT professionals in ITIL/ITSM
- Thousands of IT migration and consolidation projects

Data Center Leadership

- We understand the bigger picture and OPEX/CAPEX modeling—by covering the widest variety of technology in the industry: Servers, storage, network devices, software, laptops, printers, and facilities
- We manage and support thousands of products from partners and different vendors

For more information

To learn more about how HP can work with you to improve your product turnaround and time-to-market, visit

³ <http://www.hp.com/hpinfo/newsroom/press/2008/081201b.html>

Technology for better business outcomes

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