

Cisco IT Cost Optimization Service

Reduce IT costs while supporting service performance by strategically optimizing your IT services portfolio, operations, and architecture.

A Transformational Approach to Reducing IT Costs

We apply expertise in network architecture, operations process, IT management, and financial analysis to reduce costs in three strategic areas.

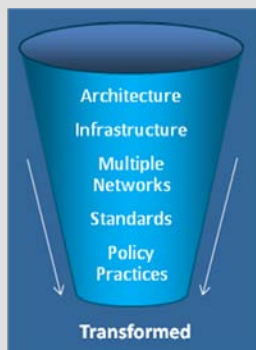
IT Projects and Services

Align, prioritize, root out.



Architecture and Infrastructure

Update, simplify, consolidate.



Operations, Tools, and Processes

Optimize, measure, improve.



Challenge: Reduce IT Costs Without Compromising Innovation

As network borders disappear and IT departments are tasked with introducing innovative IT services, they face equal pressure to reduce IT costs. Because IT strategies are concerned with optimizing service performance, cost-cutting proposals must be considered in the context of that objective. Tactical cost cutting or trade-offs based on a snapshot in time are not supportive of IT strategy, and are not sustainable for the long term.

A *transformational* cost optimization approach strikes a balance between the competing objectives of reducing costs and supporting innovation. It focuses on reducing costs strategically and in a way that anticipates future business requirements.

Solution: Long-Term, Sustainable IT Cost Optimization

The Cisco® IT Cost Optimization Service helps you achieve sustainable IT cost optimization. Using a proprietary methodology, we combine expertise in network infrastructure, architecture, operations, and management, as well as finance, to help you identify and quantify opportunities to reduce operating expenses (OpEx). Opportunities typically include improving your architectural approach; automating, standardizing, and optimizing operational processes; and eliminating duplication of effort. As part of a strategic effort focused on mapping IT cost reduction opportunities to your business objectives and unique requirements, we assess and recommend improvements to the three areas where the majority of IT costs are generated:

- Portfolio of IT services and projects
- Architecture and infrastructure
- Operations, tools, and process

The assessment is delivered through a six- to eight-week engagement and results in an executive summary and a cost optimization assessment report. The executive summary describes short- and long-term cost optimization opportunities and their potential financial effects. The report summarizes findings in each area assessed, recommendations for improving IT service portfolio alignment and optimizing your architecture and operational processes, and your potential return on investment. It also includes a plan proposing next steps.

Optimizing Your IT Project and Services Portfolio

The corporate network has evolved to become a critical business enabler. For many organizations, this evolution has involved rapid growth that has left IT departments with cost inefficiencies in the form of redundant projects and services, projects supporting objectives that are no longer strategic, and/or IT services that are nearing end of life.

We can work with you to review your portfolio of IT projects and services, align them with your business objectives, prioritize them, and root out those that are redundant or nonstrategic. We can review your plans and processes for initiating and managing end of life of IT services and help you identify efficient IT services to replace those that are inefficient.

Optimizing Your Architecture and Infrastructure

Sometimes, despite best-laid plans, an architecture's cost efficiency is diminished over time by factors such as mergers, acquisitions, outsourcing, and aggressive growth.

We review your architecture to identify where it might be insufficient or outdated relative to your business goals, evaluate its consistency across multiple networks, and evaluate your standards and policy practices. We recommend an architectural approach designed to meet your objectives and ways to simplify, consolidate, and standardize your infrastructure and optimize the way you use it and save costs.

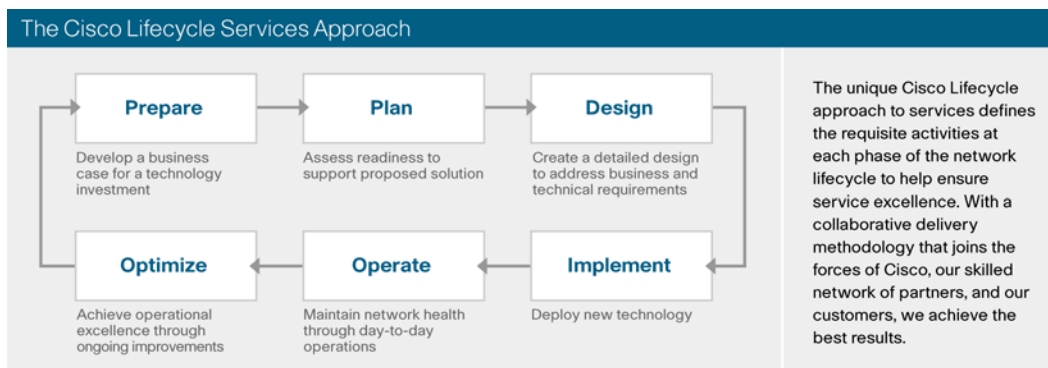
Optimizing Your Operations, Tools, and Processes

Many businesses spend more money than necessary on IT operations. To optimize costs, it is critical to understand the level of service you need to deliver and the right key performance indicators for remaining on track. Efficient operational processes, effective tools that enable management of complexity, and optimal service management practices help to reduce costs and enable IT to deliver maximal and measurable value to the business.

We use ITIL® and other leading methodologies to help you identify gaps relative to leading practices and to make recommendations for optimizing your sourcing and operational processes, service levels, and service management through means such as the use of intelligent tools and automation.

Why Cisco Services

Realize the full business value of your technology investments with smart, personalized services from Cisco and our partners. Backed by deep networking expertise and a broad ecosystem of partners, Cisco Services enable you to successfully plan, build, and run your network as a powerful business platform. Whether you are looking to quickly seize new opportunities to meet rising customer expectations, improve operational efficiency to lower costs, mitigate risk, or accelerate growth, we have a service that can help you.



Availability and Ordering

The Cisco IT Cost Optimization Service is available globally and can be purchased from Cisco and Cisco Certified Partners. Service delivery details might vary by region.

For More Information

For more information about Cisco Services, visit www.cisco.com/go/services.

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