Dinner with the CIO

*On the Menu: **Defensible Disposal***

Pain: Information volume is growing 50% or more each year while IT budgets growly barely 1%. While information management costs consume 3.5% of revenues on average, as much as 50% of information IT manages isn't needed by the business or legal stakeholders. Unnecessary information eats into profitability and, as it accumulates, forces the CIO to use more of his budget for waste management and less for strategic investments.

Solution: By linking IT processes with legal, business and records processes, IT can manage information based on its value and dispose of it when it is no longer needed. IBM's defensible disposal solutions help CIOs eliminate unnecessary data and retire unnecessary applications to lower IT costs and reduce complexity.

- Retain and archive information based on its business value and legal requirements
- Dispose of information when it is no longer needed by business and legal stakeholders
- Reduce complexity with a cohesive approach to archiving, governance, and disposal across disparate data sources

Differentiation: Only IBM provides CIOs and their teams with a solution for defensibly and consistently disposing of information without value while other vendors benefit from continuous accumulation of data. Our solutions uniquely link governance stakeholders to provide a comprehensive solution for value-based information management and defensible disposal which can change the information growth curve.

Value: Companies that can defensibly dispose of information and apply scarce IT investment dollars to revenue have significant competitive advantage. One global pharmaceutical customer estimated a $300M IT savings from not managing unnecessary information. Let us help you change the growth curve and reclaim your investment power.

IBM Domain Experts:

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