Need Help Understanding Your Total Cost Of Ownership (TCO)?

Which IT infrastructure really costs less? The answer is not the same for all companies because it depends on factors that are unique to each enterprise. And here's where IBM can help.

IBM Eagle TCO Assessment

Offering Highlights

IBM offers a **no charge** Total Cost of Ownership Assessment that helps customers examine the cost differences between alternative approaches and provides recommendations to assist in determining their strategic IT infrastructure.

The Eagle TCO Assessment considers key costs in operating and IT platforms over a span of five years, because a one-year assessment is insufficient to show the benefit of strategic spending. The assessment is specifically tailored to a customer's enterprise.

Scope of the TCO Assessment

The Eagle TCO Assessment examines a comprehensive set of key cost factors related to the operation of an IT infrastructure:

- hardware acquisition, maintenance, and refresh
- network and communication costs
- software acquisition & maintenance, including middleware and system management software

- migration costs
- disaster recovery
- energy & real estate costs
- operations labor costs
- production, development and test

These costs are analyzed separately for each IT platform alternative and compared over a five year period.

How It Works

Start by requesting an Eagle TCO Assessment through your IBM Client Representative or contact the TCO Group (eagletco@us.ibm.com).

Project preparation - The IBM TCO team works with your IBM account team to prepare for the on-site customer meeting, gathering information in advance to minimize your time requirements.

On-site Customer Meeting (half-day) for gathering *business information* (business goals, growth strategies, current costs and pricing information)

and *technical information* (details and costs of current IT infrastructure, applications, workloads, utilization, quality of service requirements, and approaches under consideration for improving the IT infrastructure).

Report Preparation - The report is prepared offsite by IBM (in approximately three to four weeks), during which time the customer is available for phone/email consultation and clarification.

Report Presentation – In a follow-up customer meeting, the IBM team will deliver the final report to include all inputs, assumptions and the financials, reflecting key operating costs for all alternatives discussed. The full analysis is made available to you.

At the end, you will understand the costs of operating each IT platform for business applications over a period of five years.

Who We Are
The Eagle TCO Team is part of the IBM Strategy and Technology Group. We provide a unique approach to working with IBM customers for analyzing individual situations, with a focus on factors that are most important to each customer. The team consists of senior IT analysts who have worked with worldwide customers of all sizes in all industries.

Send an email to eagletco@us.ibm.com to learn more about the no charge IBM TCO assessment