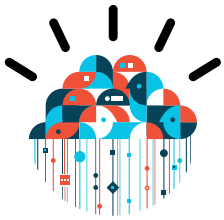


Cloud Computing Business Case Development

Helping clients examine the benefits and costs of moving to a cloud-computing environment

Highlights:

- Comprises a 10-week engagement to determine the costs, benefits, risks, and recommendations of moving business elements to a cloud computing model
- Defines an organizational framework, specifying how a cloud computing strategy will align IT and business goals
- Identifies and quantifies all considerations when moving to a cloud business model
- Develops recommendations to facilitate decisions by executive stakeholders on implementation

As a new consumption and delivery model, cloud computing is enabling organizations to reduce costs and improve service levels. As with any evolution, cloud computing comes with both opportunities and challenges. An in-depth understanding of these issues is critical to achieving the desired benefits and path forward. Developing a business case is essential to support executive decision-making on whether and how to adopt a cloud solution.

Engagement overview

IBM will develop an in-depth understanding of your organization and assess the costs, benefits, risks, and alternatives associated with migrating key workloads to a cloud computing model. Leveraging the unique ability of IBM, our consultants will utilize industry knowledge of cloud implementations and use ROI tools created by IBM research to develop a thorough cloud business case tailored to your environment. Our consultants' in-depth modeling, analysis and recommendations will provide the necessary information for executive stakeholders to fully understand and make strategic decisions on cloud implementation.

Our approach to facilitating decisions on cloud

The Cloud Computing Business Case Development engagement will provide a comprehensive assessment of your organization's move to adopt a cloud business model. We enable stakeholders to make data-driven decisions supported by qualitative and quantitative analysis of all considerations when moving to either a cloud-adopter or cloud-provider business model.

This offering helps you by:

- Defining your organization's business value framework as it relates to implementing a cloud business model,
- Examining all the considerations associated with migration, including the costs, benefits, assumptions and risks, and
- Providing recommendations for the optimal migration roadmap.

Engagement approach

Phase 1: Define Value Framework

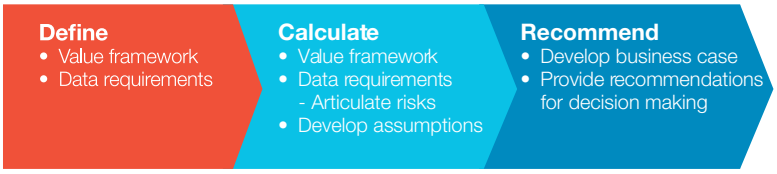
- Define the organizational business value framework to most accurately reflect the desired objectives
- Define requirements and data sources for costs, benefits, and risk analyses with stakeholders

Phase 2: Quantify Costs, Benefits, and Risks

- Structure and analyze the costs associated with moving to a cloud environment
- Identify and quantify the savings and non-financial benefits of a cloud model
- Articulate risks associated with migration and define a risk mitigation plan
- Outline specific assumptions related to quantifying all costs and benefits of migration

Phase 3: Recommend and Plan

- Develop the final business case, comprising the results, recommendations, and roadmaps for cloud migration
- Provide recommendations for executive decision making



Why IBM

- Proven approach to helping our clients with business model innovation across the Public Sector
- Broad and deep expertise in building the full range of cloud computing capabilities from strategy through execution and management
- Best practices, connected knowledge, and experience implementing cloud solutions across IBM as well as throughout the Commercial and Public Sectors
- Worldwide research and innovation centers, with $6 billion in R&D funding and 18 consecutive years of being awarded the most U.S. patents
- IBM is positioned at the top of leading cloud service and infrastructure providers for enterprises*

About IBM Strategy & Transformation

IBM Strategy and Transformation represents the management consulting services capability within IBM. Our practice enables client success through executable strategies and provides differentiation through technology-enabled transformation. We help clients achieve end-to-end transformation, from strategy to implementation, and gain efficiency in cross-functional collaboration.

* Source: "BTC Logic Ranks: Top Ten Cloud Companies" BTC Logic, Q2 2010

For more information

Please contact your IBM Strategy & Transformation representative or visit:

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

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