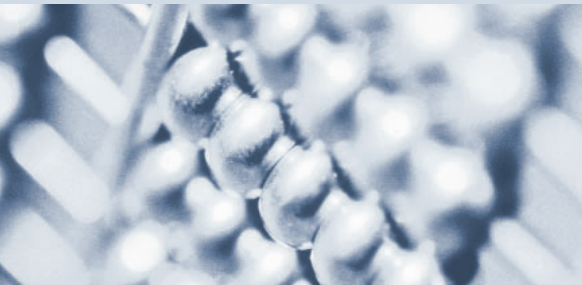


What is your IT worth?

Nowadays, IT is a value-added factor which makes a decisive contribution to corporate success. At the same time, the pressure on IT departments to reduce costs is increasing.

Many IT managers are thus faced by a conflict – they are expected to improve the performance and security of the IT system but simultaneously reduce operating costs and keep investment costs low.

There is only one way out of this conflict – to quantify and evaluate the benefits of planned projects and investments.



Ask for our "Cost-efficiency analysis" white paper which contains a comprehensive description of the process.

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Cost-efficiency analysis Making sound investment decisions

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The pressure to justify expenditure is increasing in almost all companies. IT departments are also subject to this pressure, a fact which manufacturers and service providers are well aware of. This is why almost all brochures contain the promise of a rapid return on investment.

But what help is a promise if you need to produce and support meaningful figures within your company? What use is this if you have to prove the cost-efficiency of your planned investment?

Not only do you need to know the actual IT costs, you also have to be able to quantify the benefits of IT projects. Alongside cost analysis, cost-efficiency analysis provides a viable basis for making decisions on investments and projects.

Using cost-efficiency analysis, you see the cost-benefit relationship and are able to:

- ▶ Properly evaluate planned or current IT projects
- ▶ Compare different infrastructure models
- ▶ Identify the advantages and disadvantages of customised solutions and standard products
- ▶ Analyse the structure of your costs
- ▶ Construct an effective system of cost management
- ▶ Determine the cost-efficiency of your current IT operations

We tailor our service to your individual situation. Depending on your requirements, we can use any of the usual models for determining the cost-efficiency of your IT operations, whether it be TCO, RCO, TEI or TVO. This is a decision we reach working together with you.

Make the most of the benefits of working with COMPAREX:

- ▶ COMPAREX is vendor-independent. Whatever solutions we recommend, you need not worry about conflicts or compromises.
- ▶ Our procedures are totally transparent. You don't just get a finished result – you can also follow our reasoning and calculations in detail.
- ▶ Our results are particularly informative. We use strict financial procedures and do not dilute these with statistical market surveys and manufacturer prognoses.
- ▶ Our analysis is very relevant. You are provided with quantifiable and verifiable results for your decisions.
- ▶ You will also get a highly realistic ROI for your project, because your requirements and cost structure will determine which methods are used.

COMPAREX creates a solid foundation for your decision, constructed with great care and taking into consideration all the relevant data. For this purpose, we have used tried and tested methods to develop a four phase model which has already been used successfully in numerous projects.

Definition of objectives

- I.
- We work in close cooperation with you to define the objectives of the project, the aspects to be considered, the appropriate model of cost structure analysis and the methods of cost-efficiency analysis.

Taking stock and qualitative evaluation

- II.
1. Taking stock of the actual and projected costs
 2. Evaluation of the qualitative benefits using benefit analysis

Implementation

- III.
- Calculation of cost-efficiency using different methods:
- Cost comparison method
 - Payback calculation
 - ROI calculation
 - Internal rate of return method
 - Net present value method

Presentation

- IV.
- The analysis results are prepared and presented in detail and in graphic form.