

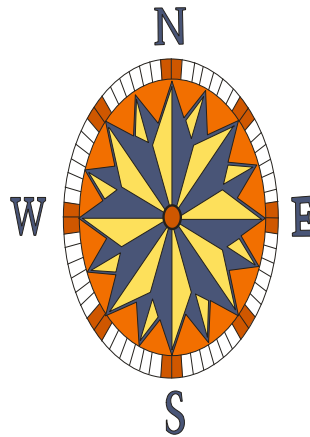


### DO YOU MEASURE IT?

*"You can't manage what you don't measure."* Peter Druker

*"If you don't measure it, you're just practicing."* Robert Galvin

*"If you don't measure it, people will know you're not serious about delivering it."* James Belasco



Measuring IT is not easy; there are differing perspectives, values, measures, and business concerns. IT touches virtually every individual in the business in one way or another. The resulting value perspective will be biased based on the IT experience. However, one thing is for sure, if you do not know the cost of IT then you cannot possibly know the value of IT.

For more than 25 years Resource Guidance has believed in measuring the value IT. Based on solid Capacity Planning methods, we have integrated into our processing model asset and expense related costs. For the first time a business can easily and consistently apply the cost of IT to the applicable business processes. The result is the delivery of cost and technical information allowing the business to truly understand the value of IT.

**Know the value of your IT – Measure it.**

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**measure IT**

software  
consulting  
support

## RG Solutions®

Measuring the Value of Your IT Services

# user driven IT cost management

COST MANAGEMENT BEFORE AND AFTER THE "BUY" DECISION.

Based on a Usage Based Cost Model for Planning and Control.

Determine future costs before the "buy" decision.

Use a Monthly "Bill of IT" for Showback.

## IT COSTING SOLUTIONS

- AUTOMATIC RATE SETTING.
- USAGE BASED REPORTING.
- MAINFRAME, SERVER, VM.
- SHARED PROCESSING (SOA).
- PUBLIC / PRIVATE CLOUDS.
- SOFTWARE AS A SERVICE.

IT Cost Management does not have to be a process of compromise, but rather one that respects all business objectives. It must accommodate ambiguity and change while providing for the needs of all.

Effective IT Cost Management must encourage participation from groups and individuals so that results exceed effort and reality exceeds expectations.

## effective solutions for IT costing

### ORGANIZATION

Effective IT Cost Management is the responsibility of many: Finance, IT, Users, and Management. It is a dynamic process that includes many different perspectives and concerns. The goal is an integrated process that works for the business and is universally accepted. By adapting and learning, the combined actions of the groups will result in a process that not only controls costs, but allows full and equal participation. RG Solutions® provides the framework for effective IT Cost Management.

### PEOPLE

Effective IT Cost Management is done by the individuals within the groups. People with different goals and skills are brought together for the common purpose of managing IT costs. The process must be non-judgmental in nature and have empathy for all. IT Cost Management is not just about money; it is a persistent process that is pertinent and respectful. RG Solutions® provides the information for effective IT Cost Management.

# 1

### FINANCIAL

Cost Pools form the Cost Basis used in all cost calculations. Capital assets and annual expenses are assigned to a Cost Pool which in turn is linked to one or more Systems or Workloads.

# 2

### TECHNICAL

Normalized full life usage of a System or Workload forms the Usage Basis used in all cost calculations. Capacity Planning techniques are used to forecast standard usage based on historical data.

# 3

### OPERATIONAL

A monthly "Bill of IT" is provided for Showback. Unit Cost breakdown, usage volumes, budget, and other cost information are provided. The information allows for usage analysis and future cost forecasts.



IF IT COST MANAGEMENT IS IN YOUR FUTURE -- HOW CAN WE HELP YOU?

Please contact us for a free evaluation or proposal.

We look forward to putting you on the path to effective IT Cost Management.