

are key
 people just
 watching IT
 cost
 management?



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

effective IT costing

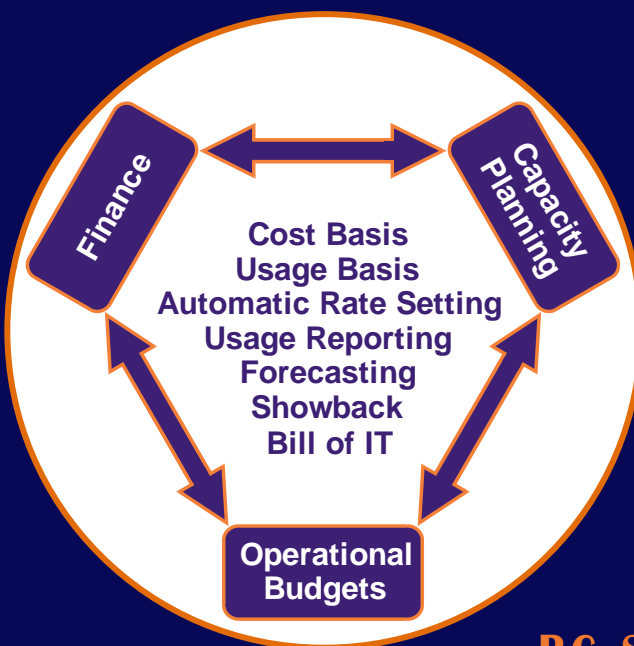
ORGANIZATION

It 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.

PEOPLE

It 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.

effective solutions for IT costing



• FINANCIAL

- Capital Assets
- Annual Expenses
- Cost Pools

• TECHNICAL

- Mainframe, Server, VM
- Shared Processing (SOA)
- Public / Private Clouds
- Software as a Service

• PLANNING & CONTROL

- Usage Based Cost Model
- Total Cost of Ownership
- Unit Costs

RG Solutions®

Measuring the Value of Your IT Services

Resource Guidance, Inc.

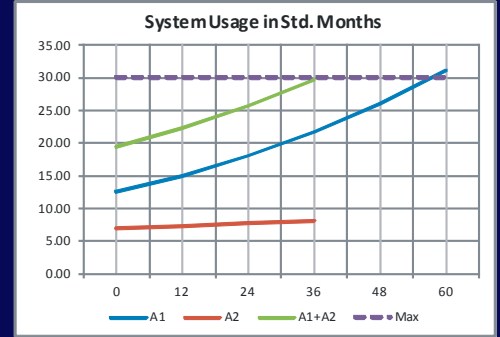
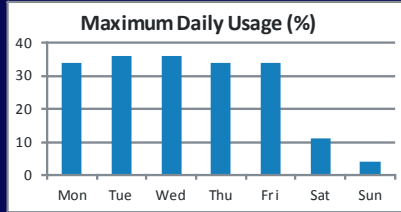
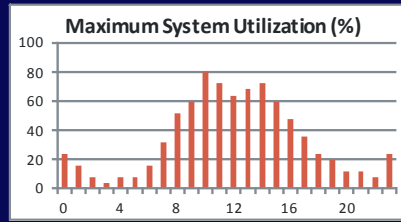
TECHNICAL

Establish Standard System Rating

Determine Processing Model

Forecast Future Demand

Determine All Usage Basis



| Usage Basis (Std. Months) | | | |
|---------------------------|----------------|--------------|----------------|
| Year | Activity 1 | Activity 2 | Total |
| 1 | 163.4 | 91.5 | 254.9 |
| 2 | 196.0 | 96.1 | 292.1 |
| 3 | 235.2 | 100.9 | 336.1 |
| 4 | 282.3 | | 282.3 |
| 5 | 338.8 | | 338.8 |
| Total | 1,215.7 | 288.4 | 1,504.1 |

| Activity 1 Unit Cost | | | | | |
|----------------------|---------------|---------------|---------------|---------------|---------------|
| | Year | | | | |
| | 1 | 2 | 3 | 4 | 5 |
| Server | 53.49 | 51.80 | 50.23 | 63.24 | 58.46 |
| Capital Asset | 7.98 | 7.98 | 7.98 | 7.98 | 7.98 |
| Hardware & Software | 7.98 | 7.98 | 7.98 | 7.98 | 7.98 |
| Expense | 45.52 | 43.82 | 42.25 | 55.26 | 50.48 |
| Support | 31.39 | 30.13 | 28.86 | 37.55 | 34.24 |
| Environment | 14.13 | 13.69 | 13.39 | 17.71 | 16.24 |
| Application | 471.72 | 354.90 | 237.67 | 222.93 | 209.06 |
| Capital Asset | 49.35 | 49.35 | 49.35 | 49.35 | 49.35 |
| Software | 49.35 | 49.35 | 49.35 | 49.35 | 49.35 |
| Expense | 422.36 | 305.55 | 188.31 | 173.58 | 159.70 |
| Maintenance | - | 45.91 | 42.08 | 38.61 | 35.42 |
| Training | 61.21 | 12.75 | 12.75 | 12.40 | 11.81 |
| Support | 85.70 | 78.56 | 71.84 | 65.89 | 60.52 |
| Help | 275.45 | 168.33 | 61.64 | 56.68 | 51.95 |

FINANCIAL

Establish Cost Pools

Determine all Cost Basis

Determine All Unit Cost

Forecast Budgets

| Activity 1 Budget Forecast | | | | | |
|--------------------------------|---------------|---------------|---------------|---------------|---------------|
| | Year | | | | |
| | 1 | 2 | 3 | 4 | 5 |
| Total Cost | 85,802 | 79,730 | 67,726 | 80,785 | 90,622 |
| Server Cost | 8,739 | 10,155 | 11,816 | 17,852 | 19,803 |
| Hardware & Software | 1,303 | 1,564 | 1,877 | 2,252 | 2,703 |
| Expense | 7,436 | 8,591 | 9,939 | 15,600 | 17,100 |
| Support | 5,128 | 5,906 | 6,789 | 10,600 | 11,600 |
| Environment | 2,308 | 2,685 | 3,150 | 5,000 | 5,500 |
| Application Cost | 77,063 | 69,575 | 55,910 | 62,932 | 70,819 |
| Software | 8,063 | 9,675 | 11,610 | 13,932 | 16,719 |
| Expense | 69,000 | 59,900 | 44,300 | 49,000 | 54,100 |
| Maintenance | - | 9,000 | 9,900 | 10,900 | 12,000 |
| Training | 10,000 | 2,500 | 3,000 | 3,500 | 4,000 |
| Support | 14,000 | 15,400 | 16,900 | 18,600 | 20,500 |
| Help | 45,000 | 33,000 | 14,500 | 16,000 | 17,600 |

RG SOLUTIONS®

Automatic Rate Setting

Usage & Cost Based Budgets

Activity Usage & Cost Allocation

OPERATIONAL

Measure

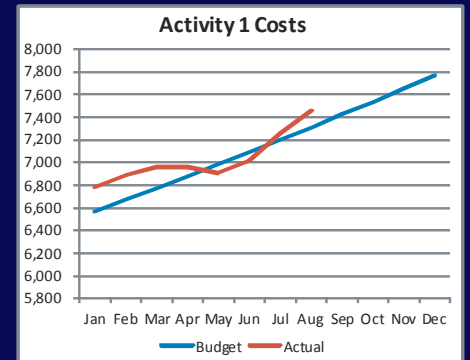
Evaluate

Revise

Repeat

| August Bill of IT | |
|-------------------------|--------------|
| Usage (Std. Months) | 14.20 |
| Total Cost | 7,458 |
| Server Cost | 760 |
| Hardware & Software | 113 |
| Expense | 646 |
| Support | 446 |
| Environment | 201 |
| Application Cost | 6,698 |
| Software | 701 |
| Expense | 5,998 |
| Maintenance | - |
| Training | 869 |
| Support | 1,217 |
| Help | 3,911 |

| | Budget | Actual | Variance | YTD Var |
|-----|--------|--------|----------|---------|
| Jan | 6,565 | 6,775 | (210) | -3.2% |
| Feb | 6,666 | 6,880 | (214) | -3.2% |
| Mar | 6,769 | 6,959 | (190) | -3.1% |
| Apr | 6,873 | 6,959 | (86) | -2.6% |
| May | 6,979 | 6,907 | 72 | -1.9% |
| Jun | 7,086 | 7,012 | 74 | -1.4% |
| Jul | 7,195 | 7,248 | (53) | -1.3% |
| Aug | 7,306 | 7,458 | (152) | -1.4% |



RG Solutions®

Measuring the Value of Your IT Services