

# Data Sheet

## Fujitsu ROI-ESTIMATE™

### IT Investment Decision Support®

IT Investment Decision Support® for infrastructure projects from Fujitsu Technology Solutions lets you see at a glance whether an infrastructure project makes sense in terms of return on investment (ROI). In a quick, affordable evaluation, Fujitsu’s financial experts examine the planned infrastructure project in your organization and identify investment and savings potential to achieve rapid return on investment. They deliver a solid basis of business information that supports all corporate departments – from technical units to the controlling department and top management – in arriving at a sound decision on the optimization project under review.

#### Your requirements

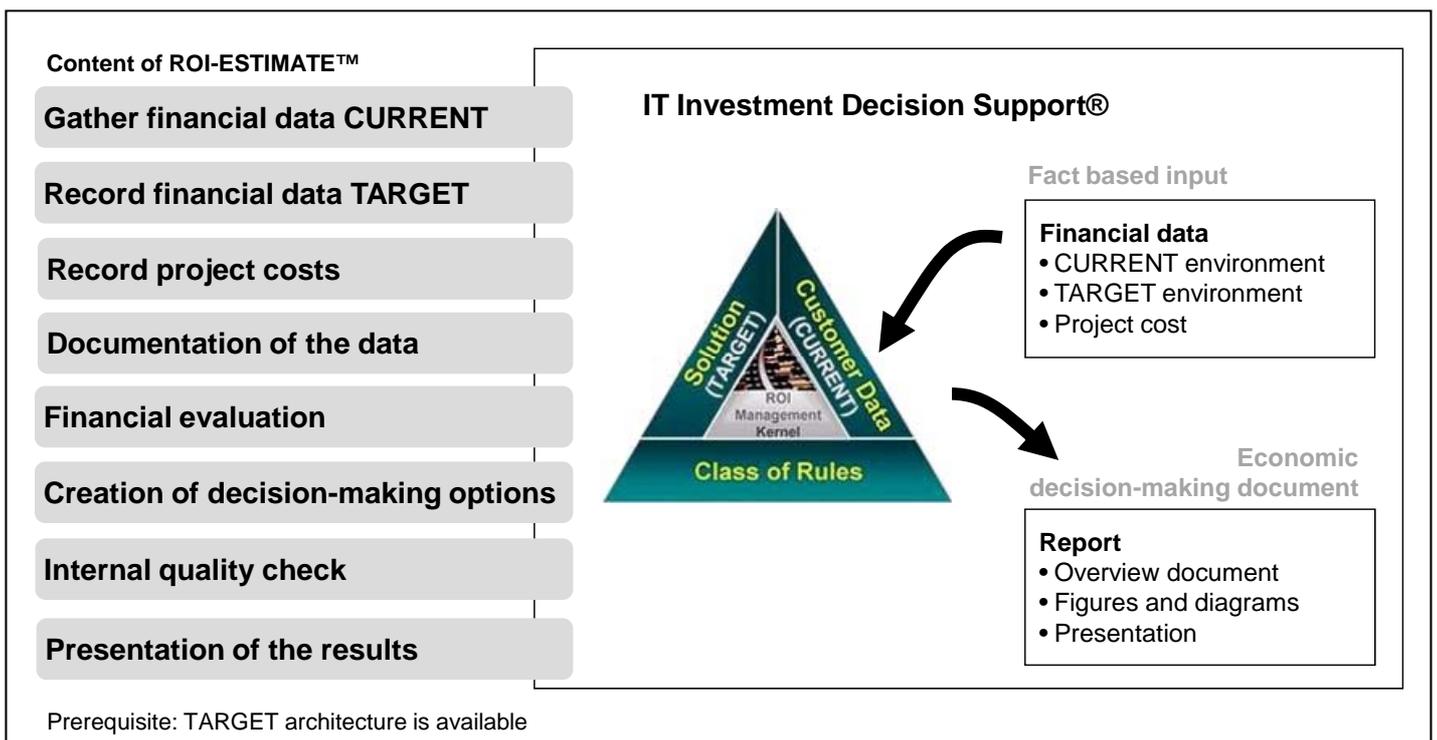
Today more than ever companies are forced to determine the return on investment (ROI) of their IT projects in advance. This is no easy task, because at the outset it is often not clear which costs drivers are affected – and what impact they will have on ROI.

For this reason, it is not surprising that customers are increasingly turning to their IT service providers and product vendors with questions about ROI.

#### Your benefits

The ROI management process is a considerable help in this situation. It allows you to obtain a reliable estimate of return on investment at a very early stage in IT infrastructure projects

In this way, it is possible to determine the financial success of IT projects before they begin and to monitor progress accordingly



# Service Details

## Service overview – ROI-ESTIMATE™

ROI-ESTIMATE™ provides a rapid and cost-effective introduction to this evaluation process. During initial analysis experts examine the target architecture and combine investment, financial consequences and benefits to form an information framework. This forms the basis for a consistent business decision-making document, which supports all departments of the organization – from business, IT and controlling right through to executive management – when deciding on the planned infrastructure project.

## Service details

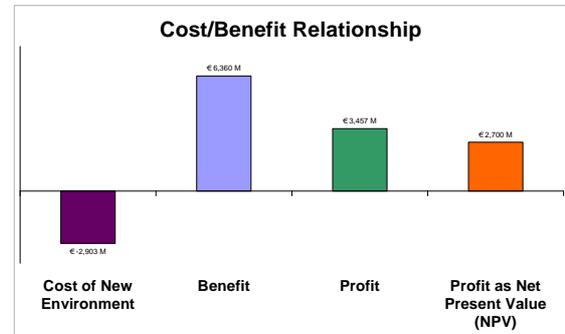
- Initial estimation of the financial implications to be expected from of the planned project on the basis of the current business situation and a planned target concept.
- The basis for the calculation is a defined target infrastructure concept (e.g. future IT appliance), which is compared with the current situation.
- The calculation model is based on the Gartner Chart of Accounts®. The assessment parameters also include TCO delta, investment volume, project period, benefits, revenue, period of amortization, return on investments, interest rate and net present value.

## Scope of service

1. Prepare and coordinate the customer workshop
2. One-day, onsite workshop to determine the required financial data for both the existing and future, roughly designed IT landscape
3. Collect the customer's financial data (actual)
4. Collect the financial data of future architecture (target)
5. Collect migration costs
6. Record and document the data
7. Combine the current and future situations with the mathematical assessment
8. Prepare results presentation
9. Present the overall statement onsite

## As a result of ROI-ESTIMATE™ the customer receives a

- Formal report with statements concerning the business implications of the planned infrastructure project (investments, savings potential, ROI, net present value, cash-flow profile) and graphic presentations
- PowerPoint slide presentation of the findings



The ratio of costs and benefit – A central comparison in each investment calculation

## Service terms and conditions

The Customer agrees to provide the following as a condition to the delivery of the service defined:

- Access to information about the current cost situation of the IT environment to be migrated
- Provision of the in-memory architecture with the price information to be expected
- Estimation of the planned migration costs

The information about the in-memory architecture and the migration costs can be supplied by Fujitsu or other providers. They are not original components of the described service. ROI-ESTIMATE™ is provided on a fixed price basis. This includes a maximum of two customer visits (data collection and presentation) as well as a comparative mathematical calculation based on the defined in-memory appliance with the customer situation determined during data collection (workshop). Further services, such as additional customer appointments or a parallel calculation based on alternative figures, will also be provided on a time and material basis.

Unless expressly agreed otherwise the Fujitsu IT Services as set out in this datasheet will be performed based on the Fujitsu **“General Terms on Consulting and Technical Assistance”** or alternatively - where the main emphasis of the services is on the performance of works - based on the Fujitsu **“General Terms for IT Integration Services, IMAC/D Services and other works and services subject to acceptance”**.

# Service Details

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## Optional configuration – Prediction & Controlling

*ROI-ESTIMATE™* supplies thorough and fundamental statements for the planned infrastructure project. The statements made here – measured on the progress of the project – are already precise and detailed enough to effectively support the making of sound investment decisions.

"Risk-sharing" models are not scoped with *ROI-ESTIMATE™*. This has less to do with the methodology used, but more with the reliability and granularity of the input information, the depth of detail of the underlying migration planning as well as the corresponding commitment of the partners involved. Information of this type generally clearly requires a much higher maturity level in the project.

The *Prediction & Controlling* service element in IT Investment Decision Support® also meets this claim by enabling the finest modifications to also be made in the calculation model to the customer-specific circumstances. This further-reaching service requires already approved project planning (detailed specification) and permits with regard to the precision of the statements hardly any further degrees of freedom.

## Ordering and delivery

This OPTIMIZATION Services is available from your local Fujitsu sales office. When ordering, please quote the information below:

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Title	<b>ROI-ESTIMATE</b>
Order code	<b>CPS:IT-ICN-11004F</b>

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# More information

## Fujitsu platform solutions

In addition to the Fujitsu *ROI-ESTIMATE™* service, Fujitsu provides a range of OPTIMIZATION services, first-class efficient consultation and analysis packages which quickly provide customers with specific information and suggested improvements for existing infrastructure environments at a fixed price.

### Dynamic Infrastructures

With the Fujitsu Dynamic Infrastructures approach, Fujitsu offers a full portfolio of IT products, solutions and services, ranging from clients to datacenter solutions, Managed Infrastructure and Infrastructure as a Service. How much you benefit from Fujitsu technologies and services depends on the level of cooperation you choose. This takes IT flexibility and efficiency to the next level.

### Computing Products

[www.fujitsu.com/fts/products](http://www.fujitsu.com/fts/products)

- PRIMERGY: Industry Standard Server
- SPARC Enterprise: UNIX-Server
- BS2000/OSD Mainframes
- PRIMEQUEST: Mission Critical IA Server
- ETERNUS: Storage Solutions

### Software

[www.fujitsu.com/fts/products/software](http://www.fujitsu.com/fts/products/software)

- Operating Systems
- Middleware
- Applications
- Partner Software

### Services

[www.fujitsu.com/fts/services](http://www.fujitsu.com/fts/services)

- Managed Services
- Infrastructure as a Service
- Consulting & Integration Services
- Maintenance & Support Services

## More information

To learn more about the Fujitsu *ROI-ESTIMATE™* Service and other related Services, please contact your FUJITSU sales representative, email us at [roi@ts.fujitsu.com](mailto:roi@ts.fujitsu.com), or visit our website at [www.fujitsu.com/fts/consultingservices](http://www.fujitsu.com/fts/consultingservices)

## Fujitsu green policy innovation

Fujitsu Green Policy Innovation is our worldwide project for reducing burdens on the environment. Using our global know-how, we aim to resolve issues of environmental energy efficiency through IT. Please find further information at:

[www.fujitsu.com/global/about/environment/](http://www.fujitsu.com/global/about/environment/)



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