

# Data Sheet

## Fujitsu TCO4cloud

### IT Investment Decision Support®

#### Introduction

IT Investment Decision Support® from Fujitsu is an evaluation process for the business assessment of IT projects that has been proven and recognized for years now. It supports partners involved in the project with the preparation of decision-making documents, by setting forth any future business implications.

The TCO4cloud service described here is particularly geared toward IT sourcing projects.

#### Customer's requirements

Today, a sourcing decision cannot be made without knowledge of the future business implications.

Conversely, there is no longer any justification for lengthy and cost-intensive evaluation processes, if it becomes clear that the benefits will be disproportionate to the investment.

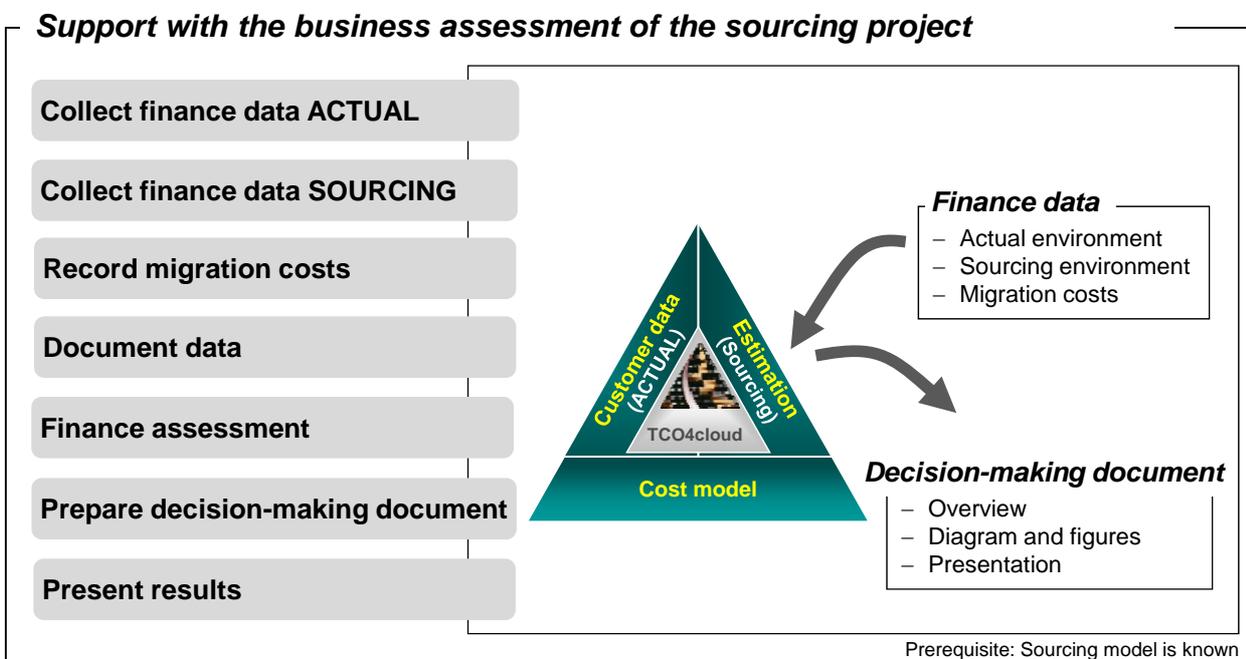
This is not an easy task, because it is not yet clear, especially at the beginning, which cost drivers will be affected by the project – and what influence this will have on future figures.

#### Customer benefits

TCO4cloud provides verifiable justification for the business to introduce an IT sourcing project.

This is based on a business-factored analysis process, which quickly provides project managers with initial insight into the probable financial consequences from a planned sourcing project.

This significantly increases the forecasting of financial success of the project before it actually begins.



TCO4cloud provides a rapid and cost-effective introduction to this evaluation process. During initial analysis experts examine the planned sourcing project 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 sourcing project. The TCO4cloud service is described in more detail below.

# Service Details

## Service details - TCO4cloud

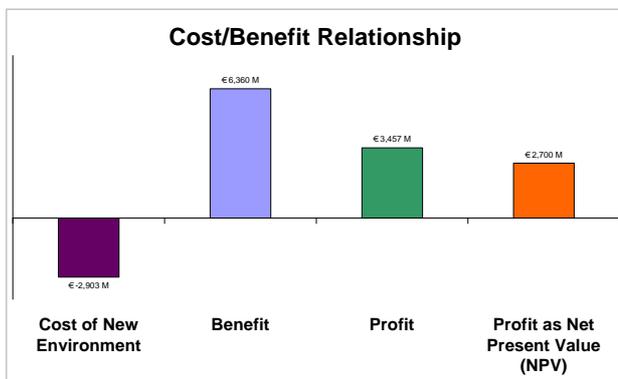
- Initial estimation of the financial implications to be expected from of the planned project on the basis of the current business situation and an initial sourcing concept.
- The basis for the calculation is a defined sourcing concept (future IT infrastructure), which is compared with the current situation.
- 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

- Prepare and coordinate the customer workshop
- One-day, onsite workshop to determine the required financial data for both the existing and future, roughly designed IT landscape
- Collect the customer's financial data (actual)
- Collect the financial data of the sourcing model (target)
- Collect migration costs
- Record and document the data
- Combine the current and future situations with the mathematical assessment
- Prepare results presentation
- Present the overall statement onsite

## As a result of TCO4cloud the customer receives a

- Formal report with statements concerning the business implications of the sourcing 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

## 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 sourcing model with the price information to be expected
- Estimation of the planned migration costs

The information about the sourcing model and the migration costs can be supplied by Fujitsu or other providers. They are not original components of the described service.

TCO4cloud 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 sourcing model 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 gladly 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”**.

## Optional configuration – Prediction & Controlling

TCO4cloud supplies thorough and fundamental statements for the planned sourcing 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 TCO4cloud. 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:

Title **ROI-ESTIMATE / TCO4cloud**  
 Order code **CPS:IT-ICN-11004F**

# More information

## Fujitsu OPTIMIZATION Services

In addition to the Fujitsu *TCO4cloud* 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
- ESPRIMO, LIFEBOOK: Workplaces

### Software

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

- Operating Systems
- Middleware
- Applications
- Partner Software

### Services

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

## More information

To learn more about the Fujitsu *TCO4cloud* 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/de/consultingservices](http://www.fujitsu.com/de/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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