



Cost Rationalization Service

Get the financial details you need to support your modernization project, including the cost of the project, the expected ROI and more...

A well-designed modernization project can pay for itself quickly and even fund future modernization initiatives. Companies hope that modernizing their legacy systems and re-hosting them on other platforms will ultimately reduce the total cost of ownership (TCO) of their system, but grasping the real costs, savings and return on investment (ROI) of IT modernization projects can represent a challenge.

What the service can do for you

Speedware's Cost Rationalization service helps you plan your modernization project by providing the financial figures you need to assess the viability of your project before it is started. It includes an estimate of the cost of the project, the projected savings and the ROI that can be achieved by modernizing their environment.

The service also provides a custom roadmap, a high-level set of recommendations and steps to carry out the project while addressing your business and IT requirements and minimizing your project costs.

A step-by-step process

The Cost Rationalization service is a customized and flexible service that evaluates several possible modernization paths and recommends the path that makes the most sense for your company and your objectives.

- **Gathering information** — While on site, Speedware gathers information to understand your business goals, IT environment and requirements, in order to define your company objectives and the success criteria that need to be achieved. Speedware uses your specifications for the desired target technology to estimate the hardware costs and software license prices that form the

basis of the TCO calculation. These specs are also used to identify the tools and methods that could be used to achieve your environment's modernization.

- **Building the roadmap** — Speedware looks at a number of ways in which the modernization objectives could be achieved, considering the source technologies, target technologies and the many potential steps and tools needed to migrate, re-host and/or modernize your environment. We build a flexible source-to-target IT roadmap detailing the steps needed to execute your modernization project, in the most efficient manner.
- **Financial modeling** — Speedware examines all of your current source technologies and desired target technologies. We then provide a recommended migration path and process description for each item along with the associated costs. We also define a rough order of magnitude (ROM) TCO for your current and target environments, cost projections for your modernization project's phases and activities, along with the ROI data to demonstrate the viability of the project.

The service takes between two and four weeks, depending on the size and complexity of the environment.

What the service will give you

The Cost rationalization service is offered as one of 3 models:

- **Business Case** — This report focuses on the business risks related to remaining on legacy technology and presents the solution, its short and long-term benefits to the organization along with an overview of the project and financial details. The financial information presented includes TCO comparatives and ROI analysis.

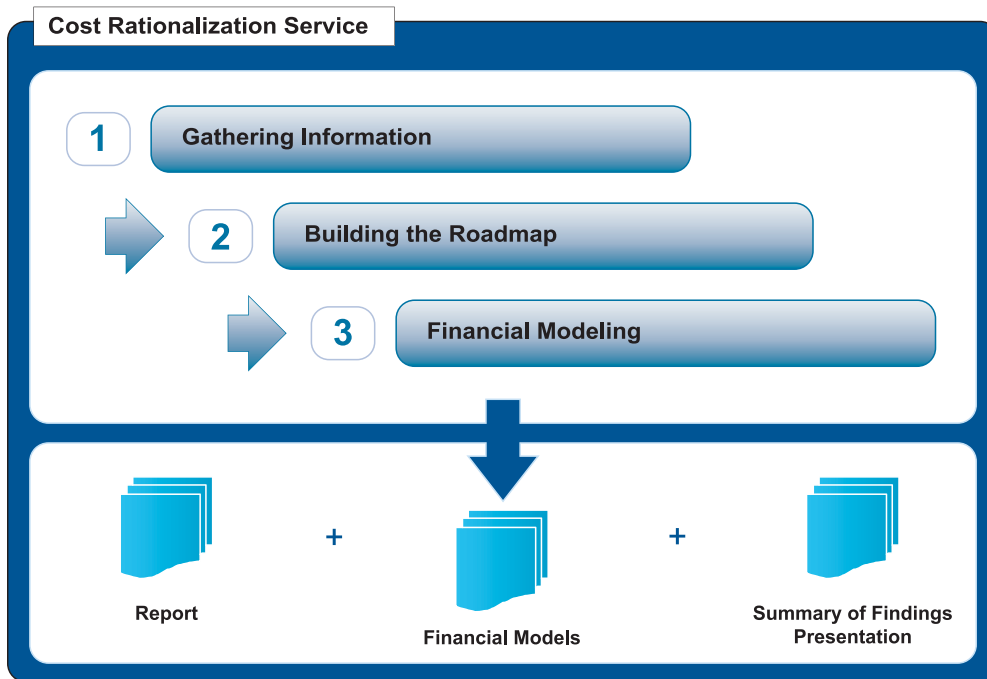
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- **Cost Rationalization Report** — With its focus on the financial returns of a legacy modernization project, this report provides details on the current environment and costs, the modernization project and its related costs followed by a financial analysis. The financial information focuses on before and after TCO comparatives as well as ROI-related information.
- **Modernization Assessment with Cost Rationalization** — This report focuses on the modernization project including the before and after technology replacements, project timeline, project hardware, software and service costs, and the migration/modernization tools being used. It also provides a summary of the cost rationalization data that highlight the before and after TCO comparatives and ROI.

Each of the 3 reports is accompanied by the following:

- **Financial Models** — A compilation of financial information related to the TCO of your current environment and your proposed new environment, your project costs according to your roadmap, your project's ROI in terms of amounts and payback period, as well as the ROI of any sub-project so you can monitor your spending as the main project unfolds.
- **Summary of Findings Presentation** — A Microsoft PowerPoint document, summarizing the key results from this service, to be delivered either through the web or live to the company's executives.



About Speedware

Speedware has been dedicated to helping companies modernize their business applications for over 15 years and enjoys a 100% project success rate. The company specializes in developing end-to-end modernization solutions that allow industry and government leaders to increase their business agility and reduce their operational costs. Speedware has been a leading provider of enterprise software solutions since 1976, offering a complete suite of legacy modernization, migration and application portfolio management solutions, business intelligence tools and application development solutions.

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