

REALITY CHECKS

ROUTES TO MAXIMISING IT INVESTMENTS



• ROUTES TO MAXIMISING IT INVESTMENTS •

With private sector organisations looking to exploit any uptick in the economy, and public sector institutions trying to cope with immediate and long-term budget cuts, running the IT ship as leanly as possible is ever more important.

Logicalis, supported by HP, recommends 10 compelling ideas to deliver cost efficiencies to your IT department and wider organisation.

Logicalis has published this series of practical initiatives as a guide to immediate or short-term but sustainable cost savings.

We call the approach 'RealITy Checks' and our recommendations should result in tangible savings from projects that can begin tomorrow.

Through these initiatives, IT departments can bridge the budget gaps with ingenuity, and unlock valuable resources at a time when organisations need them most.





STORAGE VIRTUALISATION

TIP 01

Storage is growing on average by 60% per year and yet existing storage utilisation is only 20–30%.

Consolidating all direct attached storage infrastructures into centralised, virtual resource pools increases the utilisation of existing storage and thereby reduces demand for new storage acquisition. Associated support and servicing costs are also reduced.

- Administrators can manage three to ten times more storage capacity after virtualisation
- Storage virtualisation allows organisations to consolidate and utilise existing storage assets, extending their life
- Organisations can consolidate their storage management investments, using a single standard interface to manage storage, archive and back-up functions.

ADJUSTMENT LEVEL

RETURN ON INVESTMENT



Request a storage audit and allow us to determine the savings you could make.



CROSS-PLATFORM SERVER VIRTUALISATION

TIP 02

Reduce server infrastructure through cross-platform server virtualisation techniques.

At the heart of a virtualisation strategy is the need to reduce the number of production servers and associated technologies, and therefore the associated service and operational costs.

Any organisation running Intel, mid-range Unix or high-end platforms should be adopting virtualisation to achieve significant cost and operational efficiencies.

- Reduce server numbers and therefore data centre space
- Manage peak loads by dynamically reallocating servers
- Consolidate SAN networking and associated costs
- Lower power costs and carbon emissions
- Minimise software licence costs
- Improve disaster recovery and operations.



Visit www.uk.logicalis.com to read case studies where we demonstrate how we have delivered significant savings for our customers.

ADJUSTMENT LEVEL

RETURN ON INVESTMENT



SUPPORT AND SERVICES CONTRACT CONSOLIDATION

TIP 03

Realise cost improvements of 10–20% by consolidating existing support and contract arrangements.

Consolidation of service and support contract suppliers enables better negotiation of contract rates, as well as simpler contract management. This can significantly reduce the total cost of ownership outside of technology acquisition costs.

Managing multiple vendors, support contracts, service levels, delivery procedures, and invoicing schedules all adds to the cost of servicing an enterprise IT infrastructure.

- Contract consolidation can realise savings of anywhere up to 20% of total contracts value
- Reduce the time, complexity and cost of managing multiple contracts, service levels, delivery processes, and invoicing
- Improve the overall response to infrastructure outages
- Improve IT service delivery and customer satisfaction.

ADJUSTMENT LEVEL

RETURN ON INVESTMENT



Request a copy of our Service Transition Guide and a workshop with our Service Transition Team.



SOFTWARE LICENCE REVIEW

TIP 04

It is estimated that most organisations overspend by 30% on software licence agreements and maintenance.

An enterprise review of existing software licences will establish what you have, where it is and how it's being used. On-going software costs will be controlled by adopting a process-driven approach to managing software licence assets and implementing a repository for the storage of licence agreements.

- Licence savings of up to 30% after an initial review
- On-going savings of 10–15% per annum
- Reduced asset depreciation costs
- Improved accuracy of software budget allocation and long-term software costs.

ADJUSTMENT LEVEL

RETURN ON INVESTMENT



Request an audit delivered by one of our multi-vendor licence specialists.



DATA DE-DUPLICATION

TIP 05

Data de-duplication can increase back-up storage efficiency by a ratio of 50:1.

Data de-duplication reduces back-up and restore times, administration costs and the cost of online storage. De-duplication compares blocks of data written to a back-up device with data blocks previously stored on the device. If duplicate data is found, rather than storing the duplicate data sets, it points to the original data and can therefore remove the redundant data blocks.

- Increase back-up storage efficiency ratio by 50:1
- Recover files more quickly while reducing data management and storage costs
- Recovered extra capacity allows more back-up data online at no additional cost.



Request a 'Big Picture' workshop. Realise cost savings in disk space and back-up times through adopting a robust data management strategy.

ADJUSTMENT LEVEL

RETURN ON INVESTMENT



VIDEO COMMUNICATIONS

TIP 06

Reduce travel costs by up to 35%.

Mandating the use of room and desktop video as part of standard business processes provides organisations with immediate cost reductions, while improving personal productivity and overall business performance.

Advances in high quality video systems and integration into IP PBX solutions and desktop productivity tools have enabled widespread user adoption of video communications.

- Reduce travel expenses
- Make more cost-effective use of billable employee time
- Access employees in remote locations easily
- Speed up product development cycles and shorten time to market
- Lower hydrocarbon emissions, cut fuel consumption and reduce traffic congestion.

ADJUSTMENT LEVEL

RETURN ON INVESTMENT



Visit one of our Innovation Centres to see how video communications can reduce time spent on the road and costs associated to travel.



WAN OPTIMISATION AND CONSOLIDATION

TIP 07

Consolidation and optimisation of WAN bandwidth can cut network costs, improve performance and delay bandwidth upgrades.

The WAN is a critical component in today's IT infrastructure, servicing inter-office communications, home and remote workers.

An optimised and consolidated WAN is an enabler for a range of IT efficiency initiatives.

- Centralise previously dispersed resources, and reduce management costs
- Enable IT consolidation in remote locations, cutting server, storage and remote infrastructure servicing costs
- Centralise applications, file and print services and data by utilising highly virtualised server and storage infrastructures
- Centralise back-up and archiving services for remote offices
- Utilise existing WAN bandwidth, therefore delaying WAN upgrades (the issue is often latency rather than bandwidth).

ADJUSTMENT LEVEL

RETURN ON INVESTMENT



Ask us for a demonstration and you may qualify for a 'try-and-buy'.



IT FINANCING AND LEASE BACK

TIP 08

Financing agreements take IT project costs out of capital budget and into operational expenditure.

A range of IT financing arrangements are available from many vendors and other finance organisations, from low-rate financing to 90-day 'bill me later' options.

With terms of up to 60 months, a leasing solution allows you to do more while spending less. End-of-lease options include owning equipment at the end of the term or simply returning the equipment, allowing you to upgrade to the latest technology.

Projects costing less than £100k can often qualify for payment holidays or low-cost finance options from vendors, while larger projects can be funded by independent finance organisations.

With Logicalis' breadth of portfolio across the industry's major vendors, you can consolidate hardware, software, installation and maintenance services into one lease with a single low monthly payment, or incorporate it as a complete managed service.



Call our Finance and Leasing team to explore the various options available from vendor and independent finance providers.

ADJUSTMENT LEVEL

RETURN ON INVESTMENT



BUSINESS COLLABORATION

TIP 09

Improve productivity and reduce business cost.

Business collaboration tools such as standard email and telephony products are already on every employee's desktop. When converged with a new breed of personal communications, information and productivity tools, people can work smarter and business costs can be significantly reduced.

Existing investments in IP telephony, email, instant messaging, video and mobile, can integrate with information and document collaboration spaces into a collaborative working environment allowing people to find each other more quickly, communicate effectively and make better decisions faster.

- Improve group working across geographies, reducing travel costs and time
- Reduce costs of services such as telephony by enabling the most appropriate communication for the task at hand
- Reduce IT support costs for existing services through convergence of services onto single networks and desktop interfaces.

ADJUSTMENT LEVEL

RETURN ON INVESTMENT



Request a copy of our White Paper - Working as One2.0 - achievable steps to cost effective business collaboration utilising your existing business tools.



REMOTE MONITORING AND MANAGED SERVICES

TIP 10

Out-tasking non-core services or supplementing internal resource with third-party monitoring or managed services can provide predictable IT costs during an unpredictable economic climate.

An alternative to complete outsourcing is to keep IT strategy in-house while leveraging prepackaged solutions for IT service delivery.

- Managed services enable internal resources to focus on front-end business-critical innovation, not mundane operations
- Remote server management can provide low-cost patching and security services
- Remote monitoring of local and wide area networks can reduce the cost of ownership and provide higher levels of operational coverage
- Out-tasking the support of legacy systems can reduce management costs and improve service.



Visit our Managed Service Centre or our state-of-the-art high density data centre where we can demonstrate how we are managing customer's communications and computing systems 24x7.

ADJUSTMENT LEVEL

RETURN ON INVESTMENT

WHY LOGICALIS AND HP?

Logicalis is one of HP's highest accredited UK partners, capable of supporting any size of organisation and solution, from Blade Server Virtualisation through to FTSE 100 data centre total refresh projects.

As a Gold Preferred Partner, Logicalis is skilled and accredited to work across HP's entire range of servers, storage, networking and software solutions, and this breadth of knowledge and expertise sets us apart within the UK HP partner community.

However long and impressive our list of specialist accreditations, what makes Logicalis' relationship with HP work for our customers is commitment.

Logicalis' commitment to HP goes beyond accreditation levels alone; we are committed business partners working together to improve the IT infrastructure and business capabilities of our customers, across a variety of public and private sector organisations in the UK.

Visit www.uk.logicalis.com/hp to learn more



Call us: 01753 490952 | **Email us:** hp@uk.logicalis.com