# RUN YOUR IT AS A BUSINESS AND DEMONSTRATE BUSINESS VALUE

**diaxion**
IT Strategy & Optimisation

## IT BUSINESS VALUE MANAGEMENT

Demonstrate business value from IT. Show how investments map to business needs. Run IT as a business.

## IT COST BREAKDOWN

Understand what makes up your costs. Provide showback or chargeback to business units. Identify high cost areas to target. Compare utilisation and other factors to cost of service.

## CLOUD COST MANAGEMENT

Identify cloud costs across multiple providers. Identify who is impacting cloud costs. Compare on premise to cloud costs.

**APPTIO**

Diaxion's **Technology Business Consulting** services represents the logical extension of our direction and investments in cloud, service operating models, governance and, automation and orchestration. This is reflected in the direction in which Diaxion encourages our clients to move, on their journey from a technology organisation to a services driven organisation. With the enterprise IT industry moving from a technology centric to a product/service centric view, new way of IT value management and transparency is required.

Our set of Technology Business Consulting Services supports Technology Business Management (TBM) as a discipline. In these services, we are supported by our partner Apptio, the leading TBM SaaS applications provider, to help transform the way IT runs its business.

- Our Technology Business Consulting provides our enabler for Technology Business Management (TBM)

- TBM is the way IT can be run like a business through:
  - Fostering a business culture in IT
  - Sound fiscal discipline
  - Enabling value conversations

- Kickstart your TBM journey through a proof of value engagement

- Address concerns about IT Value with business colleagues

### What is Technology Business Management?

TBM is essentially a formalised approach to managing the business of IT. TBM consists of a framework, a set of metrics (KPI's) and the TBM system which is the software, data and model needed to automate the processes and analytics to manage your technology business.

The key is the use of a unified model of IT costs. This model translates between a finance data and IT relevant structures giving required granularity.

### Why do you need TBM?

TBM helps solve the following problems:

- Turn the IT Cost conversation to the IT Value conversation

- Start to move expenditure from 'lights on' to new business delivery

- How transparent are your cost to your business

- Manage multi-cloud and SaaS consumption costs

## HAVE THE RIGHT CONVERSATIONS

Turn the discussion around from IT Costs to IT Value. Communicate cost and consumption to drive trade-off decisions

## KNOW THE FACTS

Have the data to back up your decisions. Know where the costs are coming from and formulate strategies to address

## BUSINESS ACUMEN FOR IT

Equip your IT leadership with the tools to manage their business like a business and not technology. Enable them to understand what drives costs. Change KPI's to reflect effective business drivers not high level vagueness

For more information about Diaxion visit www.diaxion.com

For more information on Apptio visit www.apptio.com

## What can we do to help?

### Kickstart

Deliver a proof of value. Diaxion can work with your team to bring in a few data sources to demonstrate the value that TBM can provide. This could be cloud costs across business units by cloud type, analysis of an infrastructure service costs, such as storage, or other area to be decided with your team

### IT Cost Transparency

Diaxion can work with your team to identify and simplify your IT Costs. This takes in a number of inputs and makes assumptions where necessary to deliver an analysable cost deliverable, for a part of your IT costs. The idea is to start small but be able to provide benefit and actionable insights that drives further expansion and refinement.

### Cloud Cost Analysis

Many organisations have experienced 'bill shock' when starting with cloud either through lack of governance and/or under/over utilisation of cloud products. Diaxion can work with you to address these problems and get a handle on your cloud costs across providers and business units. From here we can help right size and also right locate your workloads.

### Diaxion and Apptio can deliver the following benefits

- Proactive management of IT spend to budget
- Understand infrastructure costs and trends
- Align resources to business priorities
- Drive shared accountability of IT costs with the business
- Make informed decisions on the mix of virtual, physical and cloud infrastructure
- Balance applications costs with usage
- Identify under-used and redundant applications and infrastructure

### What do you need to get started?

*Ask yourself the following questions:*

- How do you manage and report on IT costs today?
- Do business units have visibility of their costs?
- Are you or do you want to move to showback/chargeback?
- Can you have the conversation with the business about cost trade-offs
- How do you measure efficiency and how often?
- What level of insight do you have into vendor spend?

*Do you have access to some of the following:*

- IT costs in the GL
- Vendor bills
- Asset management lists
- Infrastructure utilisation reports
- Cloud IaaS and SaaS bills
- Service desk reports
- Licensing information
- Application access logs