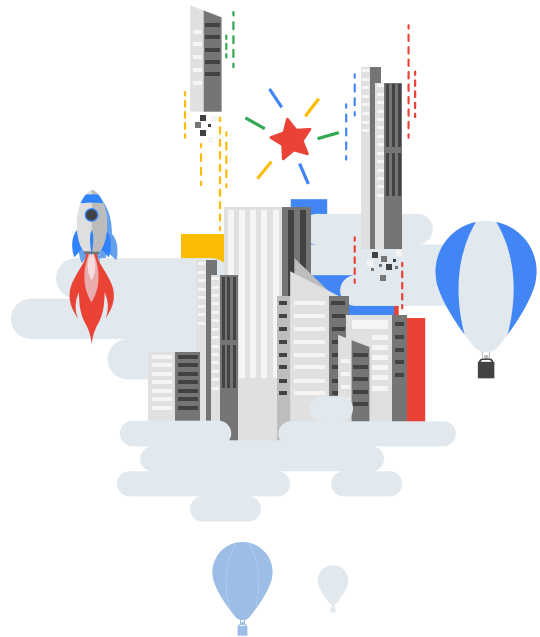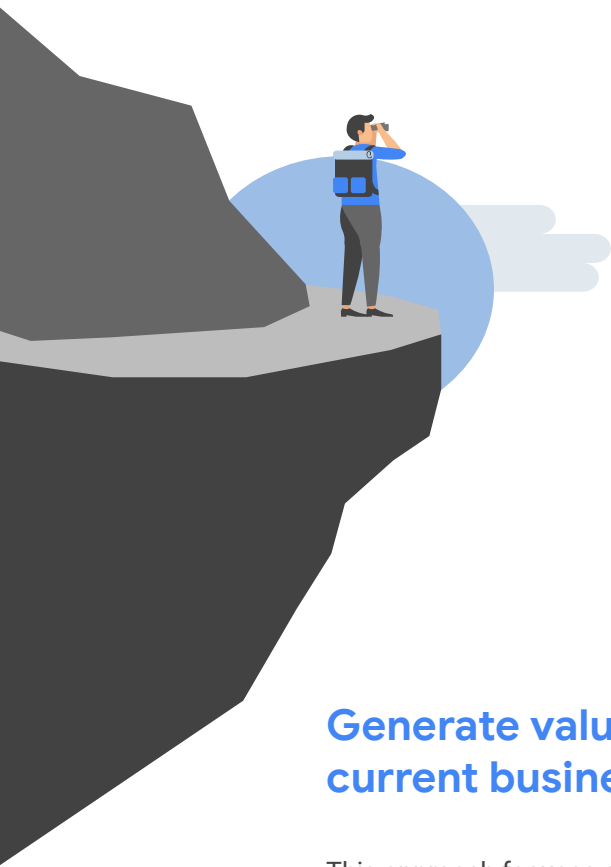# IT Cost Assessment

Unlock Value to Reinvest for Growth

With so much at stake, the path forward is not always clear. Google has a proven process to create an IT Cost Management plan for the next twelve to twenty-four months which reduces infrastructure, application and labor costs while creating value.

Generate value while developing a plan to meet your current business requirements

This approach focuses on understanding your environment today, identifying and defining value-based opportunities, creating a total cost of ownership model and building a roadmap.

01
Discovery

Exploratory video calls with key stakeholders, data collection, environment monitoring, initial hypothesis socialization

02
Design

Virtual sessions to align on shared challenge statement, conduct benchmarking, remediation, identify and define value opportunities

03
Planning

Review benchmarking summary report and understand implementation considerations

04
Playbook

Outline and align on next steps & implementation plan with a proposal for pricing and contracting
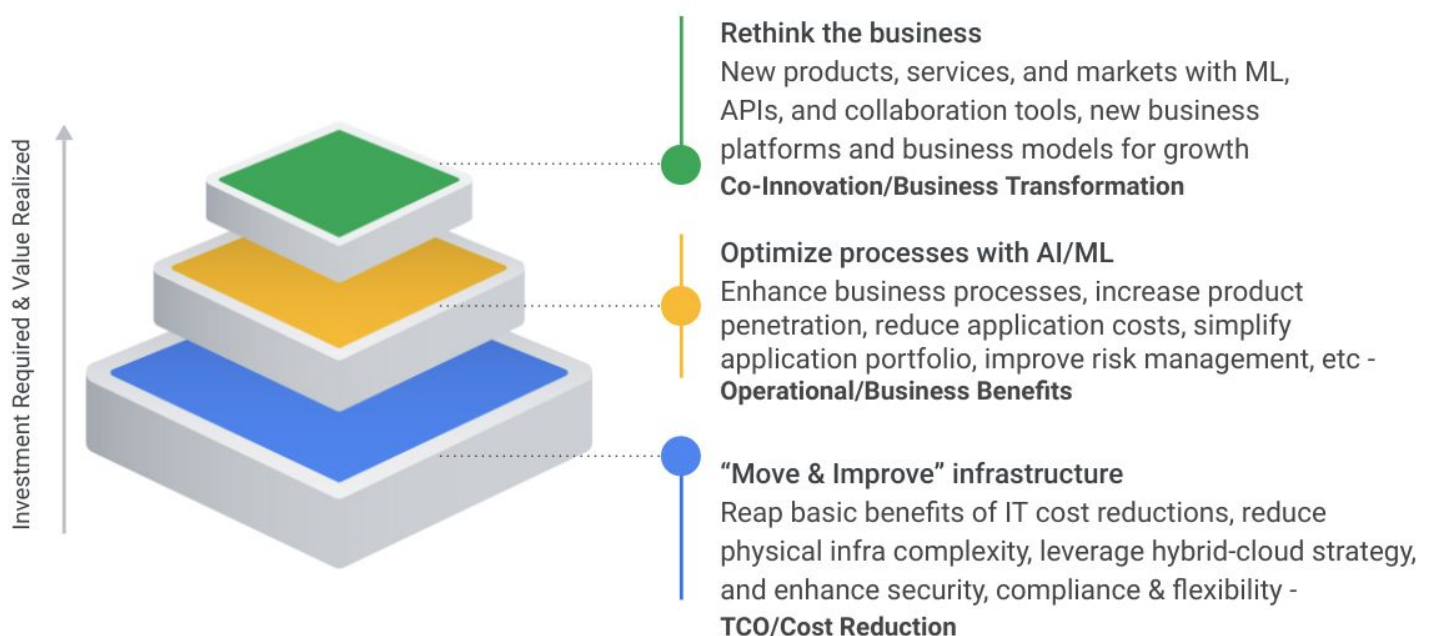
Scaling IT Cost Savings with Google Cloud

Customer Demand

Organizations everywhere are calibrating against a new, challenging business landscape, and we want to **help you reduce costs and solve for operational efficiency**.

Our Approach:

- Leverages Google's experience in working with 100s of clients plus 3rd party industry benchmarking data to assess tech investment performance against peer group
- Delivers an outside in assessment of cost reduction opportunities
- Builds on our detailed approach, robust ROI & TCO calculators to quantify the benefits of infrastructure and application migration along with modernization with Google Cloud

Repeatable, proven and structured approach to identify and validate cost reduction opportunities for our clients.

Investment Required & Value Realized

Rethink the business
New products, services, and markets with ML, APIs, and collaboration tools, new business platforms and business models for growth
Co-Innovation/Business Transformation

Optimize processes with AI/ML
Enhance business processes, increase product penetration, reduce application costs, simplify application portfolio, improve risk management, etc -
Operational/Business Benefits

"Move & Improve" infrastructure
Reap basic benefits of IT cost reductions, reduce physical infra complexity, leverage hybrid-cloud strategy, and enhance security, compliance & flexibility -
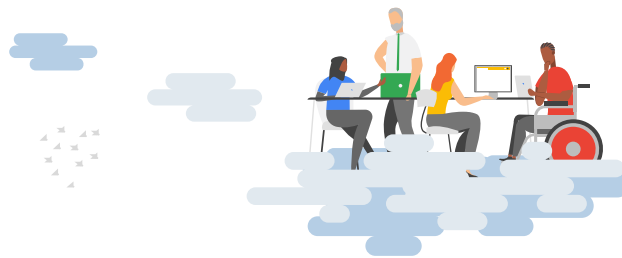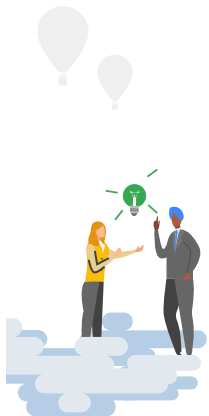**TCO/Cost Reduction**
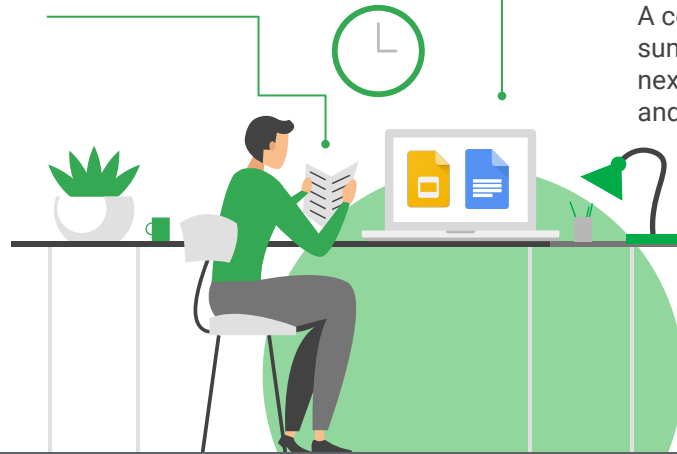
Concrete Takeaways

Through the IT cost assessment engagement you obtain a clear understanding of cost savings and next steps.

Summary Report

A summary report which outlines key findings from the benchmarking (i.e., opportunities to reduce infrastructure, application or labor costs), business case with initial recommendations

TCO Analysis, ROI & Implementation Plan

A concrete proposition summarizing ROI / TCO and next steps, recommendations and operating structure.

Key Stakeholders involved

During the IT cost assessment engagement we are strictly limited to useful and productive time, providing a tailored set of recommendations and next steps.

Senior Executives

Share their perspective, validate initial value hypothesis

Reinforce use of StratoZone, other tools in review process

Identify participants for collaborative sessions

Review and validate the results of cost assessment

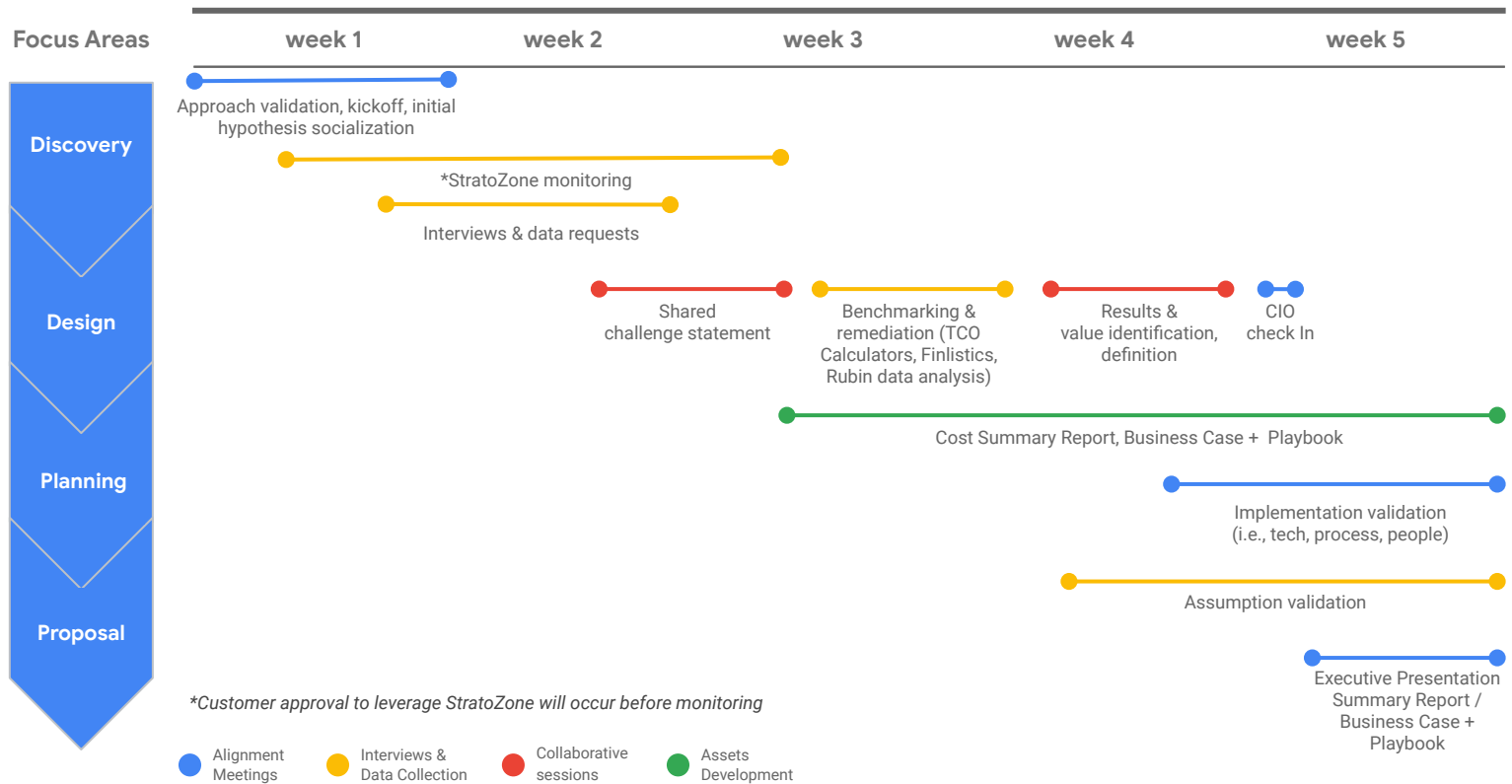Approve playbook and align next steps

Collaborative Session Participants

Collaborate to align shared challenge statement

Confirm and inform value and playbook

Follow-up on the implementation

Google Cloud

Illustrative Engagement timeline and deliverables*

IT cost assessment is built around an assessment of the current environment, a series of immersive sessions developed and facilitated by Googlers, who create a playbook to guide next steps.
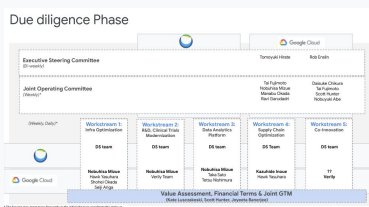
Focus Areas	week 1	week 2	week 3	week 4	week 5

Discovery

Approach validation, kickoff, initial hypothesis socialization

*StratoZone monitoring

Interviews & data requests

Design

Shared challenge statement

Benchmarking & remediation (TCO Calculators, Finlistics, Rubin data analysis)

Results & value identification, definition

CIO check In

Cost Summary Report, Business Case + Playbook

Planning

Implementation validation (i.e., tech, process, people)

Assumption validation

Proposal

Executive Presentation Summary Report / Business Case + Playbook

*Customer approval to leverage StratoZone will occur before monitoring

- ● Alignment Meetings
- ● Interviews & Data Collection
- ● Collaborative sessions
- ● Assets Development

Sample Deliverables

Google's repeatable Cost Assessment approach drives to a full set of actionable deliverables including:

- Engagement s**tructure with workstreams and governance**
- Migration **readiness assessment** including estimated cost savings
- Detailed, quantified **business case** aligned with business goals and in support of a board-ready case for change
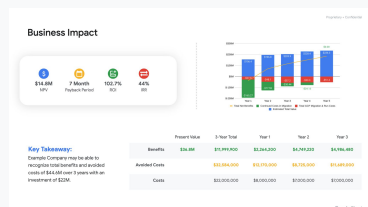- Full project **implementation plan** including costs and resources

Our team is excited to collaborate with you as you execute on a legacy migration for cost savings and business agility. We appreciate the opportunity to work together to help progress on your transformational journey towards IT cost reduction.
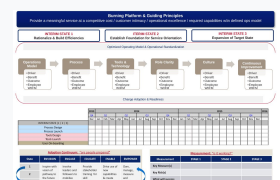

Engagement Structure

Stratozone Cloud Readiness Assessment

Quantified Business Case

Detailed Implementation Plan

Confidential + Proprietary