

troux optimization™

Your organization is under constant pressure to remove redundant IT spending and optimize assets. However, lack of visibility and governance into the entire IT portfolio significantly limits your ability to quickly maximize savings from cost optimization efforts. What's more, optimization is often viewed as a project rather than an ongoing program. Troux Optimization is the first application that allows you to automate and update your ongoing collection of information about applications, contracts and Web services throughout the enterprise. You can mine wasted IT spending to free up funding for higher-value initiatives—all while easily communicating the impact of portfolio rationalization on the business.

the challenge

As the number of applications, Web services and vendor contracts morph and multiply across your enterprise, you may be suffering from IT sprawl. You're probably having trouble getting your arms around what applications you have, which ones you support, how the applications are related and what software assets you own. You're most likely struggling to pinpoint risk. Most organizations don't even have a grasp of where their investment in Service Orientated Architecture (SOA) is, or how it could be optimized. Maybe you don't even know exactly how many vendor contracts you have, which ones overlap, what their expected use is and how much is left on the table. As a result, you are probably struggling to cut IT costs and optimize spending by repurposing funding to support new business initiatives. Why are current approaches failing to deliver significant results?

Lack of enterprise IT visibility: Siloed IT information means stakeholders can't get an accurate, timely, unified view of the enterprise portfolio and how it interconnects.

Poor understanding of impacts and dependencies: Point solutions often don't provide the contextual information needed to understand the upstream dependencies (business processes, functions and strategies) and downstream dependencies (infrastructure, software, servers) of applications, Web services and contracts.

Lack of buy-in: Because IT cannot produce a complete, timely and accurate catalog of its own portfolio, the CIO can't communicate the value or how the portfolio supports business capabilities. If you are unable to communicate what changes need to be made and why, the CIO can't easily get buy-in from the business or show how spending relates to bottom-line value.

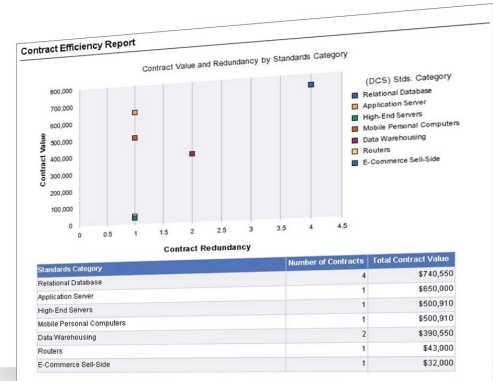
Poor communication: With no handle on the portfolio, IT has trouble identifying, executing, tracking cost-optimization initiatives, and requires a large, manual point in time effort for every initiative. Reporting what optimization opportunities exist and how they are progressing in real time is also impossible.

The bottom-line: You may be attempting some optimization efforts, but you are probably focused on projects rather than on the existing IT portfolio with cost savings yielding far less than the expected 25-30 percent. What you need is a more complete visibility into your IT portfolio with detailed understanding of the inter-connections and appropriate capabilities to effectively communicate your cost-optimization efforts, secure buy-in from your business partners as well as provide real-time reporting on how your optimization initiatives are progressing.

the solution

Troux Optimization provides an integrated and automated out-of-the-box application for eliminating the high-cost, low-value IT portfolio assets and measuring and reporting cost-optimization results across your organization:

- **Applications** – Helps you visualize all of your applications, understand their value and identify which ones should be rationalized or consolidated.
- **Contracts** – Helps you collaboratively decide, coordinate and track which contracts should be optimized based on how they support the combined the business/IT roadmap.
- **SOA Web Services** – Provides a strategic view of how your SOA services support the business, identify opportunities to add new services as well as cutting low value, underutilized services. Leveraging the advanced data management capabilities in the Troux Transformation Platform, you can integrate and exchanges Web Services details with popular SOA repositories. This allows you to better align SOA services to the business, pinpoint overlap, and gain a unique visibility into the services opportunity in your projects.

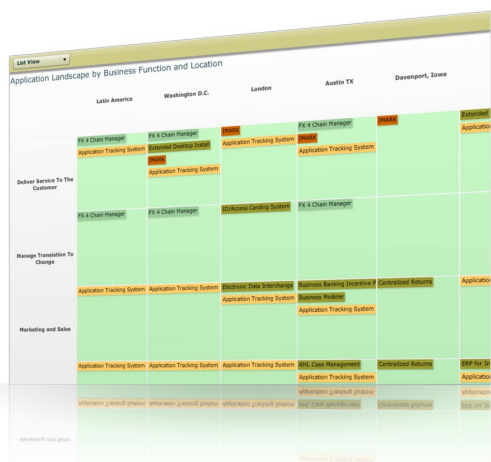


Troux Optimization allows you to quickly visualize where you have contract overlaps and spending.

application benefits

Out-of-the-Box Planning Support

- **Contextual inventory** - Gain insight into data context as you capture and classify, in a standard way, information about applications, services and contracts from any number of siloed sources across the enterprise. You'll quickly see more clearly the relationships of IT assets and key optimization criteria, such as costs, quantity, and lifecycle stage.



Troux's application landscape enables you to maximize spending effectiveness by identifying costly applications that provide limited business value.

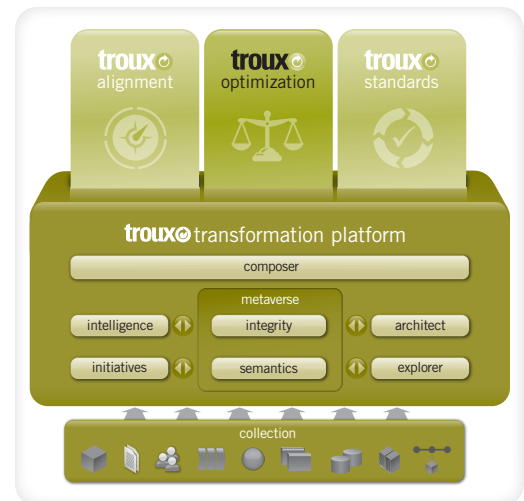
- **Portfolio analysis** - Assess the health of your portfolio – by value, costs and risks – from both a business and technology perspective with unique, out-of-the-box insight reports and analysis tools. This includes interactive heat maps which highlight services costs, count and organization opportunities; new drill-down landscape views to see applications based on use and business case and understand applications and total cost of ownership related to business capabilities; and portfolio comparison reports.
- **Scenario planning** - Analyze and visualize the impact of potential IT and business changes on one another with the scenario-planning tool, including lifecycle roadmapping to analyze the current and future states for applications, services and contracts.

Communication/Collaboration Support

- **Role-defined decision support** – Provide information purposed and parsed in a variety of ways so that anyone from the CEO, CIO, business manager to IT manager can understand and use it to make decisions--delivered anywhere in the world via Web user-specific interfaces.
- **Collaboration and communication** - Encourage cross-functional communication and organizational buy-in for IT initiatives via an integrated, Web-based GUI. You can configure dashboards for business users and impact analysis reports and roadmaps for various stakeholders. New business-based views also allow for live feedback on the plan and progress of optimization programs.
- **Ongoing best practices** - Drive best practices with guides and automated scheduled optimization reviews. Trous Optimization includes a number of best practices that you can adopt according to your company's maturity level. You can also implement Portfolio Optimization incrementally while understanding the values, steps and objectives in each opportunity, with each step building upon the success of the other.

Leveraging the Trous Transformation Platform™

Trous Optimization draws its power and contextual business intelligence from the Trous Transformation Platform, which captures and stores the latest data about how applications, technologies, processes and people relate to one another and to overall business objectives. This scalable and flexible enterprise-class platform not only enables advanced data sharing and management across a common architecture, it empowers role-based business intelligence, modeling and scenario planning and stakeholder communication. You can leverage the Trous Transformation Platform to extend and configure the user experience using Trous's unique Composer technology. Only the Trous Transformation Platform delivers the unrivalled power and agility required to support EA and strategic IT planning and control requirements.



Capability Maps in Trous Alignment show how applications map to business capabilities.

Integration with other Trous Applications

Trous Optimization works with our other applications like Trous Standards™ and Trous Alignment™, to share data and accelerate initiatives that align IT with the business and augment your optimization efforts. All stakeholders, from the modeler to the executive, are empowered with one-click access to the right data to make the right decisions.

the benefits

Troux Optimization reduces costs, minimizes risks and enhances business agility through better IT portfolio management:

Reduce Costs

- Rationalize and simplify redundant and low-value applications and Web services, thereby reducing licensing fees, labor-support costs and hardware investments
- Consolidate vendor contracts and reduce spending
- Prioritize funding to higher-value initiatives
- Enforce ongoing best practices to keep portfolio trim

Minimize Risks

- Understand dependencies and impact of changes
- Highlight technology risks within the IT portfolio that might impact business capabilities
- Enforce compliance with contract mandates

Enhance Business Agility

- Accelerate application development and deployment
- Simplify the IT portfolio to make change more efficient
- Enable faster business decisions with user-defined data
- Identify and unlock redundant IT spend for reallocation to strategic business initiatives

Troux Optimization		Year 1		Year 2
Benefits		Cost Avoidance	Productivity Gain	Factor
Yes	Eliminate costs associated with unnecessary applications	\$1,460,636		20%
Yes	Accelerate application design & development	\$125,000		100%
Yes	Accelerate application deployment		\$1,391,200	100%
Yes	Reduce vendor contract spend	\$1,883,448		20%
Impact				
5%	% decrease in applications	<i>T_PolDescrApps</i>		
2%	% decrease in application development time (SOA optimization)	<i>T_PolDescrDevTimeSOA</i>		
3%	% decrease in application development time (general optimization)	<i>T_PolDescrDevTimeOpt</i>		
1%	% decrease in total vendor contract spend	<i>T_PolDescrVendorSpend</i>		

TEI™ compliance statement.

Troux Technologies commissioned Forrester to review this ROI model in July 2008 using its proprietary Total Economic Impact™ methodology. Forrester deems that this ROI model conforms to the TEI fundamentals and principles of a sound business case. The intent is for Troux Technologies to guide prospects through the questionnaire to solicit inputs specific to your business and technology environment. Troux Technologies is not permitted to change the calculations or equations. Forrester believes that this analysis is representative of what companies may achieve with Troux Technologies based on the inputs provided and any assumptions made. Forrester does not endorse Troux Technologies or its offerings.

Sample output from the Forrester™ Certified Troux 8 ROI Model shows benefits and expected impact from Troux Optimization

learn more at www.troux.com



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