

At times of uncertainty, you must be able to respond even more quickly to the business and execute changes. However, a lack of visibility into the availability of proven products, assets and designs across the enterprise prevents you from responding swiftly, creating unnecessary complexity and risk. Troux Standards enables standards program management and standard design reuse on a global scale to maximize your existing IT investment, reduce business risks, and accelerate project planning and deployment success.

the challenge

Managing technology standards for software, hardware, applications, processes and people across the enterprise involves several key challenges:

IT complexity: New technologies are being introduced all the time, and every new purchase seems to involve a different technology or a new server with IT constantly being tasked with re-inventing the wheel with new designs. Current standards and reuse programs often complicate rather than simplify, resulting in a patchwork of overlapping, out-of-date, undocumented and sometimes contradictory technology standards.

Lack of enterprise standards visibility: Because standards are often manually stored and scattered in spreadsheets, Visio programs and PowerPoint presentations, there is no common place in your organization for technology standards and reusable designs. Even if your teams want to reuse proven assets or designs, they simply don't know where to locate them.

Business risks: Technology standards not cataloged and enforced can mean higher maintenance costs as well as issues with ongoing vendor support. It's easy to run afoul of software-licensing agreements while security vulnerabilities from non-compliant technologies or software can also emerge.

Slow business response times: Complexity and lack of visibility into reusable building blocks means that it takes too long for IT to deliver a plan supporting a business change. A lack of visibility into reliable designs means reinventing the wheel – dramatically increasing project cost, time to delivery and risk.

Weak collaboration: There are few avenues for your stakeholders to communicate about standards and request changes that have become irrelevant. As a result, they ignore standards rather than use them.

The bottom line: Your organization has no formal process for setting and reviewing standards, largely because of a lack of visibility into standards adherence and a lack of analytical tools to gauge the impact of a standards change. As a result, you have no process for managing and approving new standards. Instead you need to plan in real time by rapidly creating and deploying a set of standard, reusable building blocks that are proven to work in agile business cycles.

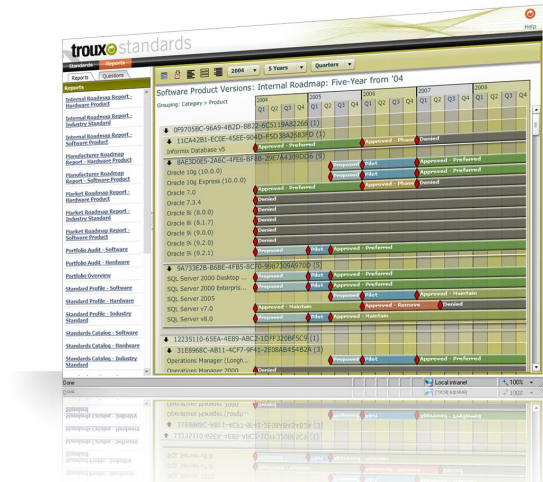
the solution

Troux Standards provides a complete out-of-the-box standards management and reuse application for driving IT simplification and responding faster to business changes.

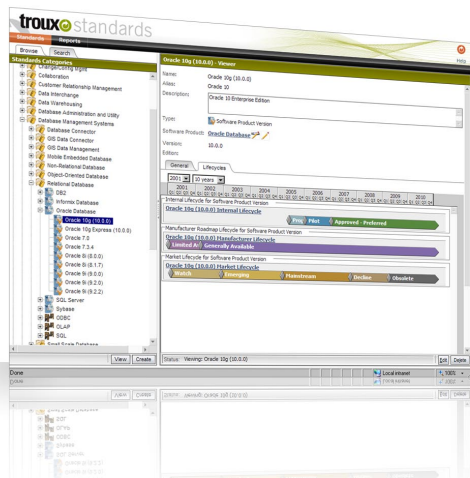
application benefits

Out-of-the-Box Global Standards Management Program

- **Setting standards** - The Troux standards catalog is a fully customizable taxonomy for organizing standards across the enterprise as well as for communicating and managing new and existing technology standards. With its set of best-practice standard-setting processes, stewards can be assigned to manage standards for specific applications.



Quickly identify projects' adherence to standards and the business they impact.



Technology Product Roadmapping combined with out of the box manufacturer lifecycles provides unprecedented visibility into the future of your technologies.

- **Reviewing standards** - Portfolio planners can generate reports to help them determine when a standards change is required or to react to an external change. Lifecycle roadmaps – which are integrated with out-of-the-box manufacturer lifecycles – can help establish and communicate market, vendor and internal usage roadmaps for technology standards. Other key analytical features available include end-of-life impact analysis, business-risks reporting and compliance audits.

Business Agility and Response with Breakthrough Design Reuse

- **Accelerated project delivery** - Troux Standards offers a breakthrough creation, publishing and management system for high-level IT design architectures called archetypes. Archetypes allow Enterprise Architects to create a library of corporate best practices that can be pre-estimated with cost and effort metrics. Using pre-estimated archetypes to create solution designs slashes estimation times allowing IT to respond to business demands with greater agility.

Project Adherence Landscape
Compliance risk and capability impact of all projects scheduled to go live in less than 45 days.

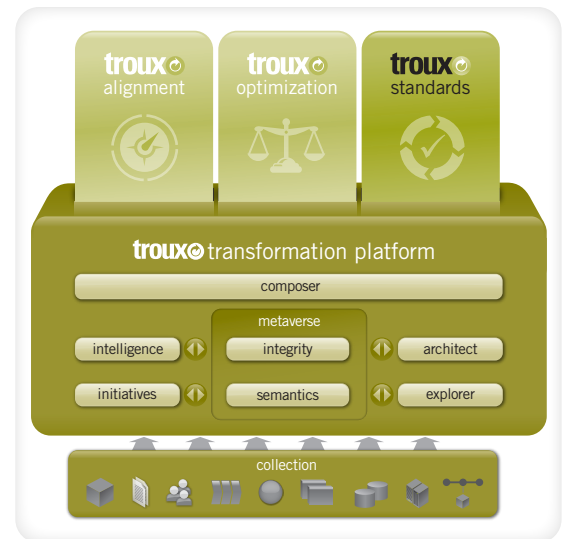
| Project Name | Owner | Go-Live Days | Technologies / Non-Compliance / Waivers | Impacted Capabilities |
|------------------------------|-----------------|--------------|---|---|
| Order Number Field Extension | Julia Zawodny | 4 | NO | Billing Order Taking Online Order Testing |
| Online Systems Upgrade | Marc George | 8 | NO | Partner Order Capture Online Order Capture Online Order Capture |
| Global Phase II | Jennifer Ayer | 8 | NO | Sales Audit & Settlement Financial Planning & Forecast Management Billing Tax Services Compliance Risk Management Assessment & Solution Management Sales Audit & Settlement |
| Commission Reports Enhancers | Marc George | 12 | NO | Billing Order Taking Online Order Testing |
| SSN Encryption | Jason McAfee | 20 | NO | Partner Order Capture Online Order Capture Online Order Capture |
| Online Paypal Integration | Julia Zawodny | 45 | NO | Billing Order Taking Online Order Testing Partner Order Capture Online Order Capture Online Order Capture |
| Customer Self-Service Portal | Travis Chisholm | 60 | NO | Online Order Capture Online Order Capture Online Order Capture Online Order Capture |
| Order Management System | Julia Zawodny | 90 | NO | Online Order Capture Online Order Capture Online Order Capture |

Quickly identify projects' adherence to standards and the business they impact.

- Improved project quality** - By enabling Enterprise Architects to publish their best practices in a centrally accessible repository as actionable archetypes, Solution Architects and Project Managers benefit from using the well-understood designs. Projects using the prescribed archetypes automatically adhere to the corporate technology standards and design best practices. The benefit to the business is fewer non-standard project deliveries, better skills leverage, improved implementation predictability, and reduced complexity.

Leveraging the Troux Transformation Platform™

Troux Standards draws its power and contextual business intelligence from the Troux 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 also leverage the Troux Transformation Platform to extend and configure the user experience using Troux's unique Composer technologies. Only the Troux Transformation Platform delivers unrivalled power and agility required to support EA and strategic IT planning and control requirements.



Capability maps in Troux Alignment show how risks from non-standard technologies affect a particular business capability.

Integration with other Troux Applications

Troux Standards works with other applications like Troux Alignment™ and Troux Optimization™, to share data and accelerate initiatives that align IT with the business and augment your standards management and re-use efforts. All stakeholders, from the modeler to the executive, have one-click access to the right data they need to make the right decisions.

the benefits

With Troux Standards, you can replace ad-hoc methods with a structured standards-management and re-use framework to deliver the following benefits:

Reduce Costs

- Eliminate redundant, outdated or non-standard technologies
- Maximize opportunities for technology re-use
- Reduce IT support efforts and costs by standardizing designs and technologies
- Consolidate applications to gain volume vendor negotiating power

Minimize Risks

- Eliminate licensing violations
- Identify and eliminate unsupported applications and technologies
- Reduce business impact of technology failures

Enhance Business Agility

- Accelerate project planning time and accuracy with the building blocks for architectural design in concert with standards best practices
- Accelerate application deployment
- Improve predictability for delivering applications and capabilities when combined with Troux Optimization
- Communicate technology compliance at the business level when combined with Troux Alignment

| Yes Troux Standards | Benefits | Year 1 | | Year 2 Factor |
|---------------------|---|--------------------------|-------------------|---------------|
| | | Cost Avoidance | Productivity Gain | |
| Yes | Accelerate application design & development | \$125,000 | | 100% |
| Yes | Accelerate application deployment | | \$1,391,200 | 100% |
| Yes | Reduce business impact of technology failure | | \$2,960,000 | 50% |
| Yes | Reduce support costs due to technology failure | \$97,872 | | 50% |
| Yes | Reduce support costs by reducing non-standard technologies | \$1,818,000 | | 30% |
| Yes | Reduce support costs by reducing number of servers | \$92,000 | | 20% |
| Impact | | | | |
| 5% | % decrease in application development time due to standards | T_PctDecrDevTimeStd | | |
| 2% | % decrease in server failures due to consistency | T_PctDecrServerFailures | | |
| 2% | % decrease in number of servers due to consolidation | T_PctDecrServers | | |
| 5% | % decrease in support costs due to standards compliance | T_PctSupportDecrWithStds | | |

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 Standards.

learn more at www.troux.com



Accelerating IT and Business Transformation

Americas Headquarters:

Trox Technologies
8601 FM 2222, Building 3, Suite 300
Austin, TX 78730
USA
Tel: +1 512 536 6270
Fax: +1 512 231 8796
Email: info@troux.com

EMEA Headquarters:

Trox Technologies, UK
268 Bath Road
Slough, SL1 4DX
UK
Tel: +44 (0) 1753 725660
Fax: +44 (0) 1753 725661
Email: emeasales@troux.com

Germany:

Trox Technologies GmbH
Landsbergerstr. 302
D-80687 München
Germany
Tel: +49 89 452 1326 0
Fax: +49 89 452 1326 29
Email: emeasales@troux.com