



‘TECHNOLOGY COST TRANSFORMATION’ SOLUTION OVERVIEW

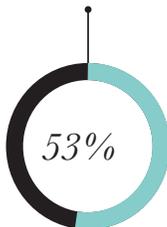
Driving the transition from Tech-enabled to Tech-driven within an uncertain environment

CONTEXT

During the pandemic, the Technology Department has supported businesses with continuity of operations, stability, and security.

This put Technology at the forefront of Boards and the C-Suite. However, cost pressures continue to persist and will remain an important consideration for every transformation that the business undertake. The intangibility of emerging technologies makes managing and optimising this crucial element a difficult challenge.

Only 53% have experienced cost benefits from their Cloud migrations



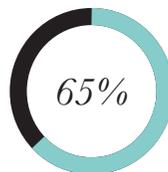
30% increase in Capital expenditure budgets in 2022



90% of the C-Suite feel their existing Operating Model is not fit-for-the-future



65% of companies have reported that the C-Suite were not engaged in their Hybrid Transformation



30% increase in salaries for in-demand skillsets in some



KEY CHALLENGES

Within this context, we have identified 9 events where clients benefit by taking a data analytics approach to Cost Transformation.

Business as usual (BAU) events:

NO.	EVENT	VALUE
1	Annual Budget Optimisation	Optimise to innovate
2	Hybrid Cloud Transformation	Construct a cost structure fit-for-the-future
3	Technology Finance Transformation	Advanced controls for the largest segment of your costbase

Trigger events:

NO.	EVENT	VALUE
1	Outsourcing Evaluation	Re-align to Strategic Priorities
2	Shared Services Inception or Expansion	Demonstrate fairness of recharges to Business Units / Products
3	100-day CIO Strategy	Create a memorable impact
4	M&A: Pre-merger Due Diligence	Improve transaction returns
5	M&A: Post-merger Integration	Exceed market committed savings
6	PE Acquisition	Prepare for cost focus and Improve Portfolio returns

SERVICES OVERVIEW

At TORI Global, we understand that the role of Technology has fundamentally changed over the course of the pandemic. Our approach adopts advanced analytics, market-leading tools, and Operating and Process Models that are fit-for-the-future.

By leveraging our partnership with Amalytics Software, all our services undertake a data analytical approach by uploading and configuring relevant datasets in CostLens – a market-leading Technology Cost Management software built to handle the complexity of today’s technology world. CostLens offers in-built cost algorithms to bring together disparate Technology datasets; and models these datasets to generate deeper insights such as Total Cost of Ownership (TCO), Unit Costs and Fully Loaded Costs etc.

Annual Budget Optimisation:

As part of the annual budget planning cycle, the Technology Department experiences severe budget challenges. With continuing uncertainty around the pandemic’s end, the Budget cycle is expected to be particularly challenging with the typical ask ranging from a 10 - 20% cut to overall budgets. Meanwhile, the demands on Technology remain unprecedented. How do CIOs/CTOs optimise costs to meet these extreme budgetary challenges that go beyond rudimentary measures?

OUTCOMES	<ul style="list-style-type: none">• We <u>undertake</u> a data analytics based exercise that breaks down your IT costbase from multiple perspectives• We <u>generate</u> deep insights such as TCO, fully loaded infrastructure costs, unit costs, etc that allows us to identify optimisation opportunities• We <u>prepare</u> Board-ready reports that demonstrate Technology’s value-add in 2021• And, if available, we also undertake a review of the existing Technology Cost Allocation framework to review for consistency, adherence to standards, accuracy and fairness of charges to Business Units
DURATION	6-weeks

Hybrid Cloud Transformation:

In response to the pandemic, over 50% of companies either started adopting the Cloud approach for the first time or accelerated migrations to the Cloud while maintaining existing data-centre facilities - commonly referred to as the Hybrid Cloud. While there are many promised benefits from this transition, over 50% of the C-Suite have reported no benefits from Cloud migrations.

OUTCOMES	<ul style="list-style-type: none">• A <u>review</u> of the Programme approach and associated costs to ensure that a clear baseline is established• <u>Develop</u> a business case that articulates clear benefits both in terms of RoI metrics and cost restructure• A <u>course correction</u> of your Hybrid Cloud Transformation Strategy that identifies best practice methods and tried-and-tested patterns to rectify the gaps in your current Hybrid Cloud implementation. This includes a review of your existing Cloud migration and a review of your application portfolio to assess likely candidates
DURATION	8-weeks

Technology Finance Transformation:

1. In response to the pandemic, many companies are increasing investments in Technology.
The Technology costbase as a proportion of the overall costbase is now in the region of 40-50% in many mid-to-large scale enterprises
2. Further complicating this challenge, is the rise of intangibles within the Technology costbase – as technology advancements such as Virtualisation, Cloud etc has increased the proportion of intangible assets within the Technology costbase to nearly 40%
3. And, future Technology investments such as Hybrid Cloud, Multi-Cloud, AI/RPA, etc need sophisticated metrics beyond the basic “aggregated Technology costbase” figures to measure investment decisions
Collectively, Finance departments need to be equipped with sophisticated Technology Cost Management capabilities to enable them to handle the complexity of today’s diverse environment

OUTCOMES	<ul style="list-style-type: none">• We <u>implement</u> CostLens – a market-leading Technology Cost Management software that takes a data analytical approach to Technology Cost Management• <u>Gather</u>, cleanse, and enrich your organisations relevant asset data• <u>Setup</u> Operating Model and Data Governance processes to embed Technology Cost Management discipline within BAU team• <u>Recommend</u> actions to improve data quality• <u>Recommend</u> process reviews to ensure timely delivery of real-time or near real-time data
DURATION	8-weeks

SPECIAL EVENTS

We appreciate you’ll be at different stages of your post pandemic Tech-driven journey and may be want to address some of the special events. To learn more about these offerings or any aspect of Technology Cost Transformation or to speak directly with our **Cost Optimisation SME - [Peter Maddock](#)**