

BROCADE MAINFRAME INFRASTRUCTURE ROI ANALYSIS



PROFESSIONAL SERVICES

Get a Clear Picture of the Costs and ROI

THE BROCADE ROI ANALYSIS IS IDEAL IF YOU:

- Need to analyze the cost/benefit impact of migrating to FICON
- Want to move to FICON but are having difficulty getting funding
- Need a business case that leverages existing ESCON investments
- Need to effectively size a FICON upgrade

Many mainframe customers have already made the move to FICON® to take advantage of its many benefits. For some mainframe customers, effective sizing for infrastructure expansion may be the challenge. Others have yet to make the move because of fears of the solution's complexity and the high cost of migrating. Regardless of whether you are planning a new or expanded FICON infrastructure, the Brocade® Mainframe Infrastructure ROI Analysis service can help you get a clear picture of the costs and ROI of your FICON project.

THE FICON BUSINESS CASE

Most companies understand the technical, management and business benefits of FICON over ESCON – faster performance, increased scalability, reduced channel and storage costs through consolidation and increased data availability. But companies often need to quantify it and present the

business case. Sounds simple, right? Or perhaps your existing FICON infrastructure is running at more than 80 percent utilization and you need to expand to accommodate growth. All you need to figure out is how much more disk, tape and I/O capacity you need to meet that growth. Should be easy, right?

Unfortunately, given today's focus on controlled expenses and fast ROI, building a rock-solid business case takes considerable time and effort - something not readily available in many IT shops. In addition, it requires a broad understanding of all of the components that make up the FICON infrastructure, from the mainframe MIPs and channels, to the switching and extension infrastructure, to the disk and tape storage subsystems. And for new FICON deployments, it also needs to include the cost of the new fiber cable plant, a complex task in and of itself.

BROCADE'S MAINFRAME INFRASTRUCTURE ROI ANALYSIS

Using experience gained from over 25 years of mainframe storage networking implementations, Brocade has developed an ROI Analysis service to help companies build concrete business cases so that they can execute their FICON infrastructure strategy. Using our unique analysis and ROI modeling tool, Brocade mainframe experts will meet with you to discuss both current challenges and strategic objectives, collect the needed information to calculate the ROI for your specific project and present the findings to your team, delivering a report that can be used to gain executive approval.

At the center of this unique service offering is Brocade's Excel-based ROI modeling tool. Over the course of three (3) days, Brocade will populate the needed information in the tool, conduct interviews with your personnel and collect data from your mainframe and storage systems. As part of this data collection and analysis, we will examine current infrastructure and labor costs, define the investment required for the new project and calculate the various financial metrics, including the return on investment, internal rate of return, net present value and payback period. The resulting report is yours to keep, providing a comprehensive business case that gives you the details you need for funding approval.

Understanding that not all environments are the same size, Brocade offers two options for ROI Analysis services. The first option is a 3-day, fixed-price offering targeted for small to medium mainframe environments that fit within the follow scope:

- 5 Host LPARs
- 100 TB of DASD
- 50 tape drives/3 automated libraries or virtual tape subsystems
- 560 switch ports

For larger environments, Brocade will develop a customized statement of work for the ROI Analysis service.

VALUE TO YOUR ORGANIZATION

The Brocade ROI Analysis provides your staff the expert knowledge and quantifiable data they need to make your FICON strategy a reality. Our consultants are ready to assist you with your specific initiative, should you wish to engage us to help you plan, deploy and manage a new or upgraded FICON solution. Brocade can implement any solution we design or recommend.

MAXIMIZING INVESTMENTS

Brocade and its partners offer complete data management solutions to meet a wide range of technology and business requirements. These solutions include education and training, professional services, and support to help optimize data management investments. For more information, contact an authorized Brocade sales partner or visit www.brocade.com.

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