

SERVICES OVERVIEW

IT Cost Reduction: Lower your IT cost base without compromising IT Service Quality & Business Value



For most organisations, implementing items uncovered by the framework can produce a 10% reduction in IT costs.

In today's environment, more and more organisations are under intense pressure to cut IT costs, but many are struggling to do so without impairing business value or service quality.

Without a clear IT Strategy and a "value-add" cost reduction approach, attempts to reduce spend, whilst they may deliver short term cut-backs, can often fall short of achieving a sustainable low cost model which supports the need for IT to deliver measurable business value.

Clarion Consulting brings years of business and IT experience to bear when working with customers to examine how this balance can be achieved and to create a roadmap for sustainable IT cost reduction.

Our business-value driven IT Cost Reduction Framework helps customers define a tangible cost reduction strategy designed with immediate, measurable results in mind – with cost reduction initiatives constantly aligned to company strategy and capabilities.

Our fee structure is tailored to meet our clients individual requirements and includes options such as fixed fee or % of savings.

How is our IT Cost Reduction Framework structured?

Our framework operates on a number of different levels and focuses on navigating the issues and priorities necessary to realise lower IT costs. Specifically, the following areas are examined:

- IT Assets & Business Systems
- People

- Contract & Vendor Management
- Process & Methodologies
- Business & IT Alignment

These factors and the dependencies between them are often complex, and as such, our analysis and review considers the wider picture as well as individual factors. Technology strategy, growth trends, capacity and business requirements are also considered in identifying cost reduction opportunities.

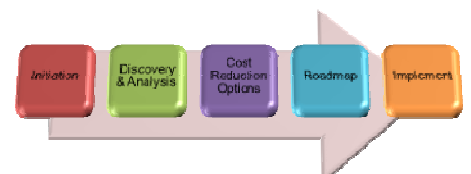
By applying the framework and working closely with our clients, we develop a structured roadmap to successfully reduce overall IT expenditures.

We group recommendations into short-term – "quick wins" – and suggest longer term roadmaps for change which can be implemented on a step-by-step basis. Implementation assistance can also be provided.

How does Clarion Consulting's approach differ from other consultancy firms?

Use of unique methodologies

Using our experience and track record in working across many industries, we have developed our own practitioner led structured methodology which delivers a clear and practical path to achieving your IT cost reduction objectives.





Our rigorous and tested approach contains a unique blend of business & IT consulting designed to assess and reduce IT expenditure.

A structured roadmap for change

Our management report will identify IT cost reduction opportunities which will allow IT realise a lower cost base. However, we also identify the implications of these changes, the risks involved and the likely resources and timeframe required.

A framework based on practical, real-world solutions

We can provide practical, real-world, solutions to implementing the recommendations and balancing the need for cost-reduction with the continuing need for the Business to grow and deliver against strategy and objectives.

Portfolio based approach

Since not all IT cost saving strategies have equal chances for success, we apply a portfolio approach to minimise risk and enhance results.

What are the benefits of using our IT Cost Reduction Framework?

- Our focus is on providing measurable and sustainable improvements to your bottom line whilst continuing to deliver business value
- Our framework is holistic and covers all areas of your IT organisation's cost base
- The approach is independent of vendors, products and solutions

and can therefore act in your best interest

- We will provide clear and practical recommendations for IT cost reduction and details on the implications of any changes needed
- We think beyond the short term cost savings and suggest longer term roadmaps for change which focus on real cost optimisation
- Our roadmap for change will align IT cost reduction efforts and priorities with business objectives

Enabling the Agile Enterprise

At Clarion Consulting, our ethos is one of working in close partnership with our clients to implement innovative, practical solutions to real business issues.

With offices in Ireland and the UK, our team of 40 consultants are highly experienced practitioners with significant commercial and operational IT experience. Using the right level of experience enables us to deploy smaller teams that move fast, and are highly cost-effective.

With a rapidly expanding blue chip customer base across public and private sectors, we openly share our project methodologies and frameworks and actively encourage customers to use our expertise to increase the skill sets of their own staff.



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