<u>What is it?</u>

A Server Cost Optimization (SCO) study provides an analysis of current Business-As-Usual (BAU) costs versus a cost-effective target model environment over a 3-year period.

Your SCO case compares your existing environment to a new on-premise, Hyperconverged (HCI) or Cloud infrastructure offering and helps you determine where to take action.

<u>Why should I request a SCO Study?</u>

Data Centers change constantly and with rising expenses and additions to the infrastructure come increased TCO. A full review of your resources and associated costs, both acquisition and operation, provides insight into upgrades, replacements, and consolidations that could reduce overall costs. When was the last time you did a complete review and how long did it take you?

A SCO study provides you with a customized, categorized, real data-based, quantified comparison with which to make these decisions. Activity is complete in a matter of days, not weeks.

<u>What does it deliver?</u>

Once the information has been analyzed, a report is shared only with you.

The result is a 3-year view of:
    current configuration costs vs. targeted configuration costs + acquisition cost.
Providing you with net gain/loss dollar figures for each category.

The amount of data provided will affect the number of data points and the depth of the analysis. Analysis covers:
**(would this make a nice table? Current/Targeted columns – Acq cost only lives in Target column)
- Hardware and Software Configuration with Maintenance Costs
- Power and Cooling Requirements with Maintenance Costs
- Employee Costs
- Acquisition Costs for any suggested Target Environment Equipment

<u>What information is required? What is optional?</u>

The required data list is short and should already exist in your systems:
- Number of servers with each model name
- Processor type, count and cores
- Total memory installed per server

- Target server manufacturers
- No VM information is required

Optional information feeds the report more data points for review and provides a deeper analysis of your configuration and its associated costs.
Any or all of these items can be included:
- Current hardware maintenance pricing
- Operating System (OS), with or without actual OS maintenance pricing per server
- Utilization percentages on memory and/or processor
- Number or percentage of servers used for databases OR actual database pricing information

There are tools to gather much of this information. If you have a VMWare environment, the RVTools script can capture it. Other environments have similar functionality.
Data formats are commonly in spreadsheet or csv file format.

How do I submit a request? What happens then?

Contact your Sirius Client Executive and ask for one.
They will open a case study request and upload your data. Once all required data is loaded with any optional information you wish to provide, the SCO Study Experts will begin work.

The analysis generally takes 2-3 business days to complete. The data is reviewed, required data consolidation and transformation is executed, the analysis is done, and the report is produced.

Once the report has been created, it will be shared directly with you. The SCO Study Experts will schedule a review discussion to give you an in-depth understanding of the information it contains and ensure you trust the results as a source of truth.

This discussion will:
- validate all assumptions made on the data received,
- detail data consolidation and transformation,
- explain what it says about your current architecture,
- review the recommendations presented for future cost savings.

From that point, the decisions are yours to make. As always, Sirius is here to guide you through the options and will engage the experts, architects and partners to help you build the best solution for your business.

We look forward to hearing from you.