

## ENHANCE IT SERVICES TO THE BUSINESS WHILE SHRINKING THE COST OF IT COMPONENTS.

Aeritae's unique approach results in recommendations and identifies quick wins that can assist with enhancing service delivery and controlling operational costs.

### There are many critical problems facing IT and Business groups in an organization:

- ▶ How will IT adjust dynamically to a constantly changing global and economic climate?
- ▶ What actionable plans should be developed to reduce costs yet maintain or enhance IT services?
- ▶ Will IT be able to deliver when critical infrastructure capital improvement projects have been put on hold or canceled?
- ▶ Are there plans to shift resources from non critical use to critical use?
- ▶ Will IT's portfolio be able to provide innovation and value to the business when budgets are constrained?
- ▶ What can IT do to maximize capacity and defer additional expenditures?
- ▶ Will the business experience service issues from application and/or infrastructure performance issues?
- ▶ What plans should be implemented to help personnel and improve on their efficiencies?
- ▶ How will the risk teams meet increasing compliance requirements while budgets are static or declining?

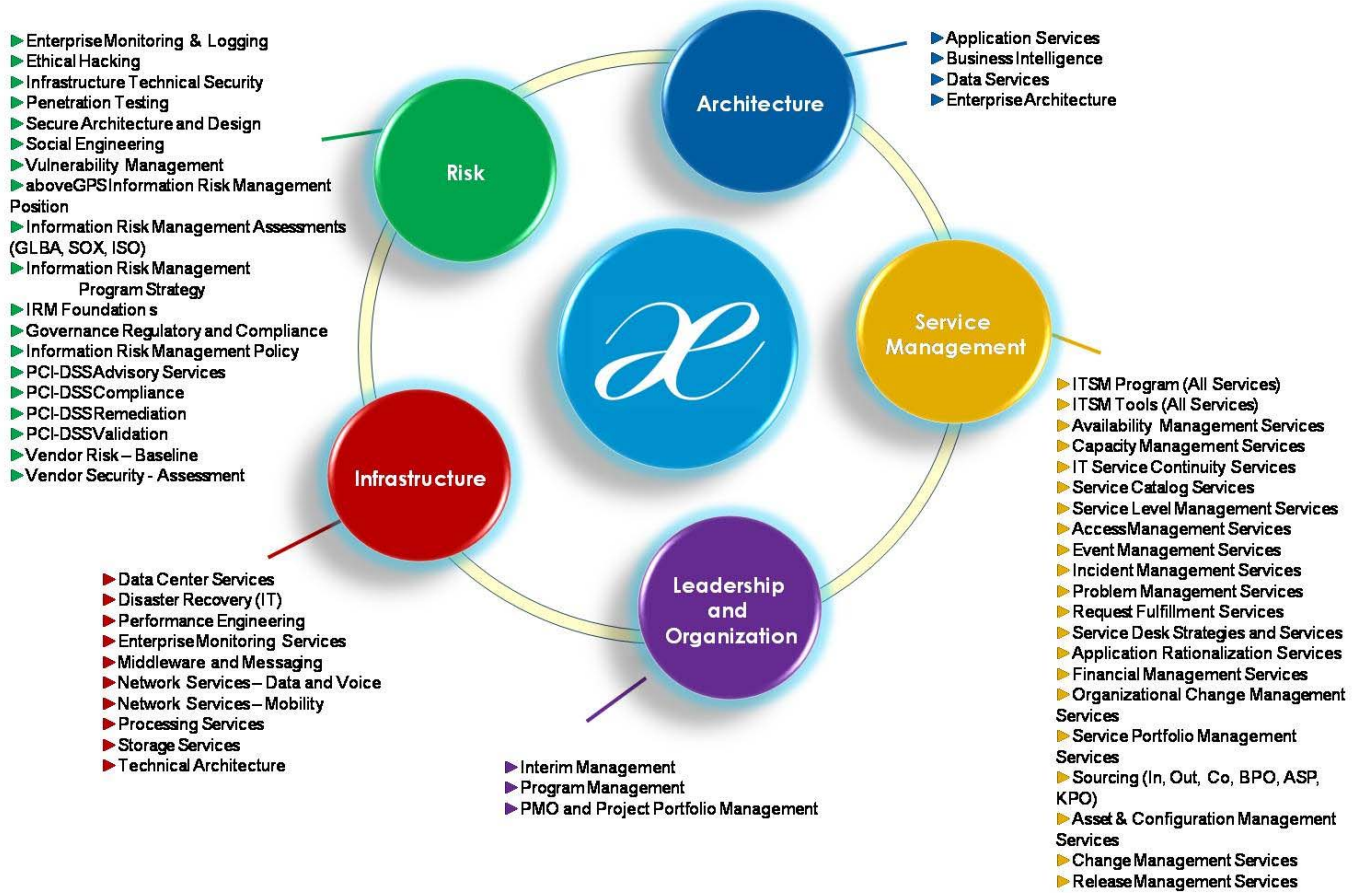


### Operational areas to enhance service delivery and reduce costs

- ☑ **Processes** – Identify opportunities to improve operational processes and procedures
- ☑ **IT assets** – Manage the lifecycle and extend the life of physical components
- ☑ **Application / Infrastructure Rationalizations** – Identify value to cost on critical components
- ☑ **Data Centers** – Extend the life, reduce costs and ensure stability
- ☑ **Virtualization** – Repurpose existing resources and delay expenditures
- ☑ **Project Portfolio Rationalization** – Priorities based on business cases IRR, ROI
- ☑ **Modernization** – Modernization of critical business systems and reduce costs
- ☑ **Cost Reduction** – Identification and reduction of costly legacy systems and solutions
- ☑ **Demand Management** – Allocation of resources to more critical activities (shutdown services not critical to the immediate business)
- ☑ **Quality of Service** – Maintaining or enhancing quality of service without expanding existing capacity
- ☑ **Capacity Maximization** – Maximize infrastructure such as storage, networks, processing and servers, infrastructure, and labor
- ☑ **Leveraging Enterprise Architecture for Operational Excellence** – Define standards, institute repeatable & support rapid development
- ☑ **Spend Management** – Identification of cost savings in contracts
- ☑ **Personnel** – Do more with less by enhancing productivity and pro-activity

## AERITAE'S VALUE PROPOSITION

Aeritae's service offerings assist clients with their journey to excellence and efficiencies.



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Aeritae consultants provide an unmatched depth and breadth in knowledge of best practices, process design, evaluation, tool integration, program management, strategies, and consolidation engagements going **ABOVE and BEYOND** to serve your business and project needs.

<b>ABOVE/B – The Aeritae approach to valued delivery.</b>					
Assessment	Baseline	Oversight	Vision	Execution	& Beyond
The act of comparing a state against a standard and/or best practice.	The development of a comparison (gaps) between a current state and a future state along with recommendations for closing the gaps.	Development of controls and regulatory oversight (verification) on processes, tools or organizations.	The formation of an abstract or detailed view of a future state and/or roadmap to end state.	The act, process, or state by which something is led or developed.	The act of mentoring, counseling, and sharing knowledge that provides added value to recipient.
Statement of Position  (Maturity and/or Gaps) Quick Wins and Recommendations	GPS Report  Current state Future state specification Gaps and Risks Recommendations/ Actions	Oversight Report  Definitions Policies Standards Reporting	Roadmap report  Vision Statement RoadMap including: (Strategy) (Timeline) (Action Plan)	Development Of stated products  Continuous improvement Leader of projects, programs or teams.	Partnerships  Trusted Advisor Knowledge Transfer Interim Support