

Client Examples

- Issue: Over time, the client had opened data centers in every physical company location and had never looked at an enterprise data center strategy.
- Result: Optimization of data centers resulting in \$31M in savings
- Issue: The company implemented a local data center solution due to bandwidth and latency issues
- Result: \$9.5M saved with initial optimization (with an estimated 5-year ROI of \$19.1M)
- Issue: The client avoided upgrades and maintenance to their data centers until they had issues and failures.
- Result: Avoided \$7M in capital costs to upgrade legacy data centers/computer rooms, eliminated over \$375K from facilities, and \$400K per year in hardware maintenance

Background

Many clients have a need to quickly gain a better understanding of their data center current capabilities and future options. The reasons for this are many, but may include:

- Optimization of data center environment
- Desire of leadership to gain understanding of overall data center environment and processes
- Reorganization, mergers, acquisitions, or divestitures
- Need to define opportunity for consolidation or optimization
- Financial justification

Approach

Excipio applies its proven EAMM® process to all data center lifecycle management solutions, which may include:

- True current state assessment,
- Comparative benchmark analysis
- Future state strategies
- Transformation plans
- On-going quality assurance

Client Benefits

- Thorough understanding of their data center’s true technical, business, and financial current state
- Identification of potential options for short and long term cost savings
- Strategy which meets all the client’s requirements
- A comprehensive, unbiased, strategic roadmap to implement changes

For more on the success of our clients

Excipio Consulting, LLC
Jeff Gilmer
Telephone: 612-978-4493
Email: jgilmer@excipio.net
Web: www.excipio.net

