

A Forrester Total Economic

= a dUWh :



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## Executive Summary

Cisco commissioned Forrester Consulting to examine the total



**Benefits.** The composite organization experienced the following key benefits that represent those experienced by the interviewed companies:

- One quarter faster rollout of new technology in support of a key business objective. With Cisco Services team supporting internal IT

## TEI Framework And Methodology

### INTRODUCTION

Forrester leveraged its Total Economic Impact™ framework and real-world data from customer interviews to construct an analysis for organizations



## Analysis

COMPOSITE





## BENEFITS

The





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*ÍThey have helped us keep [our UCS systems] working by pointing out issues through the audit process, in advance, so*



assumes that the likelihood of outages decreases every year after Year 1 due to know



## TABLE 3





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## Financial Summary

The cost and benefit financial calculations





## Appendix A: Cisco Data Center Optimization Services Overview

The following information is provided by Cisco. Forrester







## Appendix D: Endnotes

<sup>1</sup> Forrester finds that “On average, the banks we surveyed approximated that 7% of their total revenue