

# Get Smart About Business Intelligence



## Architecting Business Intelligence Data Warehousing (BIDW) Infrastructures for Improved Total Cost of Ownership (TCO)

### *TCO Analysis*

TCO analysis to help determine potential Business Intelligence Data Warehouse (BIDW) infrastructure cost savings

- Sun sponsored — free to qualified customers
- Identifies opportunities to reduce BIDW infrastructure costs by as much as 50 percent
- Quantifies multi-year TCO and return on investment (ROI) for complex infrastructures
- Enables more accurate budget forecasts
- Helps justify upgrade budgets for BIDW infrastructures
- Identifies optimal technology configurations
- Identifies installation and maintenance requirements of growing data warehouses

### *BIDW Workshop*

Technical discussion for BIDW initiatives with focus on best practices

- Educate business and technical resources on proven best practices and industry knowledge for BIDW deployment

### *BIDW Planning and Configuration*

Specifically targeted to help deploy sound architectures

- Helps ensure all aspects of the deployment are managed

### *BIDW Architecture Design*

Review and provide recommendations for technical architectures and other framework technologies

- Detailed infrastructure solutions tailored to business and TCO goals

**Enabling business intelligence and data warehousing systems is critical for today's performance driven enterprises. Failing to plan an architectural design, acquisition, or upgrade properly is a plan for failure. That's why Sun Microsystems is offering a comprehensive total cost of ownership (TCO) analysis to help plan budgets, forecast business benefits, and minimize deployment risks.**

Sun can help quantify and qualify the full costs and resulting value of data warehouse ownership. A comprehensive view of TCO can help tailor an optimal, open data warehouse architecture and configuration to make the project more successful and to avoid and reduce costs as part of future data warehouse plans. It can also provide the justification to help secure funds to cost-effectively grow the data warehouses that help a company stay competitive. Sun offers a TCO Analysis, as well as a variety of BIDW offerings that leverage Sun's BIDW best practices. The BIDW Workshop, Planning and Configuration, and Architecture Design services help leverage the findings of the TCO analysis, as well as assessing existing skill sets and interoperability in the existing infrastructure.

### **TCO Analysis**

The TCO Analysis is conducted by Sun personnel utilizing a profile questionnaire derived from an analytical-based TCO reference model used to identify software, hardware, and personnel costs over 1 to 5 years. The TCO model covers the majority of the cost and issues in configuring a data warehouse, including server and storage hardware, server software for systems management, loading and database management, internal employee personnel costs, professional services, and hardware and software fees and maintenance. The TCO analysis studies initial and ongoing costs, including operating conditions, growth rate, cost drivers, configurations, and financial criteria for terabyte scale data warehouses.

The outcome of the analysis is an understanding of the optimal technology configuration and installation and maintenance requirements of new or growing data warehouse environments. Armed with this knowledge, IT managers can prepare more accurate budgets and begin to implement a more cost-effective architecture leveraging Sun Client Services BIDW service offerings.

## Help Reduce BIDW Infrastructure Costs by 50 Percent

Sun Client Services BIDW services offer a customer-focused and architecture-driven approach with the expertise to satisfy architectural requirements for availability, manageability, flexibility, security, and performance, while implementing the cost saving measures outlined in the TCO analysis.

### BIDW Workshop

The BIDW Workshop service provides a technical discussion for BIDW initiatives with a focus on best practices and the customer's needs. The workshop begins with a Sun consultant discovering business intelligence and reporting practices. The discussion then centers on BIDW best practices covering topics including BIDW trends, delivery problems, conceptual framework design, logical and physical design approach, understanding business expectations, and performance design opportunities. The goal of the workshop is to educate business and technical resources on proven best practices and industry knowledge for BIDW deployment.

### BIDW Planning and Configuration Service

The BIDW Planning and Configurations Service is specifically targeted to help customers deploy sound architectures and help ensure that all aspects of the deployment are managed. The service focuses on *inception* activities, including vision and planning for business requirements, including business objectives and alignment, business and IT readiness, data characteristics and availabil-

ity, and a technology model. Deliverables include a high-level view of how data warehouse functions can support the business initiatives, a data source architecture drawing showing major data flow expectations, and a review of current technology environments to determine what can be re-used, component alternatives, network configurations, and logical configurations.

### BIDW Architecture Design Service

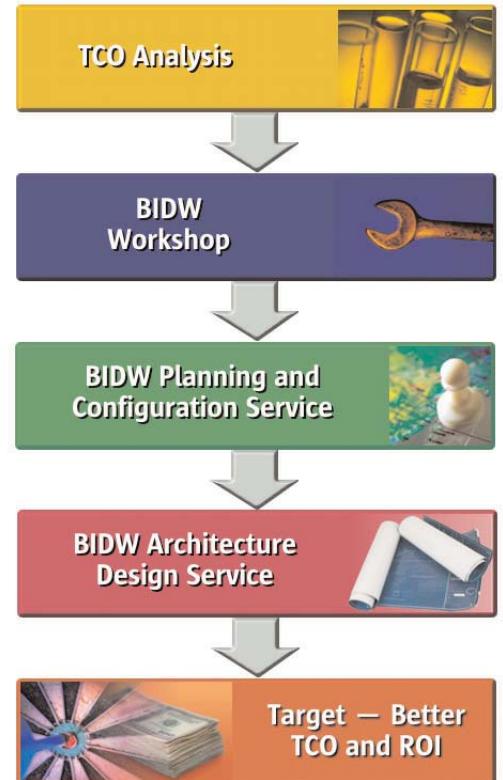
The BIDW Architecture Design service focuses on *conception* activities, including technical architecture and other framework technologies required to support business requirements. The service reviews and provides recommendations for the following architectures: system, data flow, application, metadata, security, and service level management (SLM).

With the BIDW Workshop and BIDW services, customers can quickly leverage more efficient and cost-effective configurations and upgrades to accommodate growth.

### Conclusion

Sun offers extensive knowledge, technologies, and proven methodologies to help companies reduce costs while improving efficiency and utilization of resources in data warehouse environments. In this era of global competition, Sun helps enterprises do more with their data warehouses, with lower costs.

### Getting Started — Steps to Improving BIDW TCO



To get started, call your local Sun Sales Representative to sign up for a TCO Analysis.

Get the details. [www.sun.com/bidw](http://www.sun.com/bidw)