



Sun's IT Modernization Offering

Embrace new business opportunities with an agile, cutting-edge IT portfolio

Highlights

- Address today's challenges while staying focused on strategic initiatives
- Reduce IT operating costs so you can invest in new initiatives
- Support new business and product development activities with increased flexibility
- Re-architect your IT infrastructure for better utilization and simplified management
- Improve service levels and quality of service through operational improvements

In today's economy, companies are focused on high-priority, reactive projects rather than planning for the future. Limited budgets and resources make it difficult for CIOs to be more strategic, let alone get through the day. And old, inefficient hardware is not only expensive to operate, but limits an organization's ability to meet user demands and show value. To stay competitive, CIOs need to address today's challenges while also looking ahead at how IT can better align and support the business. By doing so, they'll be better prepared to keep pace with the market and quickly embrace new opportunities.

IT Modernization Consulting Service

Sun can help your company develop an IT strategy that delivers measurable results and helps drive the success of your business — now and in the future. Our IT Modernization Consulting Service helps align your business drivers to an IT service delivery plan that embodies efficiency, agility, risk management, new processes, and automation. Using a framework and methodology that leverage proven tools and best practices, Sun experts apply their knowledge, expertise, innovation, and thinking to your business to create a strategic plan and a phased roadmap for IT modernization.

Smart planning for a bright future

Sun consultants can help identify ways to deliver better and faster information to all aspects of your company while preserving the business rules that provide strategic benefits and competitive advantage. We begin by working with key business and IT stakeholders to define the current state of your business and future requirements, which may include data storage, security, application performance, compliance, new datacenter facilities, and cost competitiveness. Key stakeholders prioritize requirements, and we use this information to create a Business Baseline Summary document, a Business/IT Alignment matrix, and a Business and IT Trends report.

Delivering measurable results

Once we understand your current and future requirements, we follow a consistent and tested methodology to build an IT modernization strategy that includes a solid foundation of technologies. Sun consultants have a deep understanding of IT and how it can be leveraged for profit, and provide estimates of TCO and ROI as key measurements for success. Additionally, Sun brings objectivity to your decision-making process and can provide an expert who can help your IT professionals think outside of their application, infrastructure, or operations domain.

An effective IT modernization strategy can be achieved through tangible, tactical tasks resulting in a nimble, efficient, and maximally aligned IT architecture. We help you get there with a strategy that drives success by enabling you to:

- Define the IT service products for your target markets
- Provide IT services that support agreed-upon service levels
- Provide quality service at reasonable prices and achieve ROI targets
- Understand, predict, and adhere to budgeted costs associated with new or existing services on a continual basis
- Identify and respect end users' roles and requirements and proactively act upon and enable those users
- Actively review, revise, and create new IT service products to meet customer demand and drive market adoption

Containing costs now

Even if the future looks bright, you want to control IT operating costs through better utilization of your existing resources, as well as lower power and energy usage. Sun consultants can help you optimize your current IT architecture so you can start saving money now. We identify ways to reduce costs through better server utilization, higher compute density, reduced power/cooling requirements, streamlined infrastructure, and improved manageability. These improvements can be quantified in financial terms, such as savings in operating costs and ROI.

Sun innovation experts

Sun is an innovative company that employs technologists and then gives them the freedom to apply their thinking to customer problems. Our framework and methodologies capture the tools and best practices that we've developed over the history of our company. Everyday, companies and governments around the world benefit from Sun's technology stewardship. Our products and services save time and money for companies like yours seeking to use technology to create opportunities. Today more than ever: The Network is the Computer.

Take the next step

To learn more about how you can address today's business challenges and embrace tomorrow's opportunities with Sun's IT Modernization Consulting Services, contact your Sun sales representative or visit sun.com/datacenter.