

Achieve a Proven, World-Class IT Organization

Information Technology Sourcing Advisory Services

Today's CIOs and IT executives have a variety of Information Technology (IT) transformation and sourcing choices. Yet knowing which option – outsourcing, blended sourcing, insourcing or internal transformation – is best for your organization and making the right decision can be difficult.

Recent research shows that, although cost savings still drive IT outsourcing, organizations are expanding their sourcing goals to include process improvement. A well-chosen sourcing strategy can help organizations achieve higher service quality, better strategic direction and focus, and more efficient and integrated processes, while reducing costs. But a poorly chosen sourcing strategy could have a devastating impact on IT service delivery, quality and costs and become a chronic problem. So how do you get it right?

EquaTerra IT Advisors Deliver Results

Our advisors guide the world's leading organizations through IT transformation and outsourcing initiatives by working collaboratively to help assess IT processes, clearly articulate opportunities, and develop real-world strategies based on our understanding of their unique business environment and our extensive experience and data. EquaTerra clients have improved IT service delivery and realized cost savings ranging from 20–40 percent, a cumulative total of more than \$1.5 billion.

We work with clients throughout the entire sourcing lifecycle to validate IT strategies, understand baseline costs, build business cases for change, align stakeholders, evaluate options and, if appropriate, provide guidance through vendor selection, negotiation and the transition process. We also help clients re-align existing outsourcing relationships; using our proven methodologies, we help them build an outsourcing management capability and manage their ongoing relationship.

EquaTerra assists clients in assessing their entire IT organization – infrastructure or applications – or sub-processes, such as desktop, disaster recovery and help desk. No matter where you are in the transformation process, our approach helps you gain an in-depth understanding of your current operations compared to the marketplace and your peers, so together, we can determine the right sourcing strategy for your IT organization.

Proven Results: Client Saves More Than \$50 Million Annually

We helped a global insurance organization conduct a comprehensive analysis of enterprise-wide IT delivery services and identify operational initiatives to restructure and consolidate its IT organization. This initiative reduced the insurer's annual budget expenditures by 21 percent and achieved annual savings in excess of \$50 million.



Experience the EquaTerra Difference

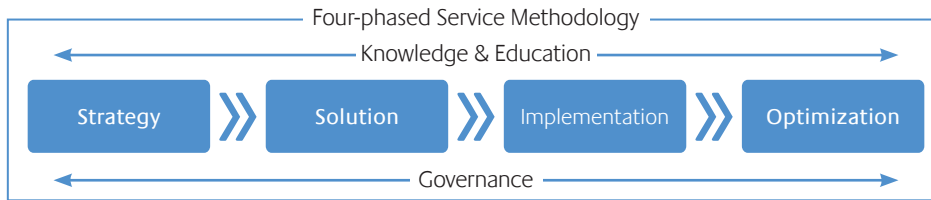
EquaTerra IT advisors have first-hand industry experience leading, managing and transforming infrastructure and application environments to best-in-class models. Our seasoned professionals average more than 20 years of experience and possess skill sets unmatched in the industry, successfully completing over 200 IT engagements covering multiple geographies and processes. We bring multi-dimensional experience as enterprise executives, service providers and IT consultants to each client engagement.

Our sourcing advisory services help clients:

- Reduce process and investment costs
- Enhance IT services and performance
- Improve alignment to business needs
- Access highly specialized skills across the organization

EquaTerra uses the most rigorous, yet flexible, methodology in the industry. Our approach can be scaled up or down depending on clients' needs and the complexity of the situation. We have the ability to take clients through a tailored assessment and implementation strategy, detailed sourcing advice, solution design and implementation, and ongoing advisory services to help them realize the full value of the service delivery transformation and improve results over time.

Our IT advisory services cover the following processes:



Information Technology Processes & Sub-processes

Enterprise Computing	Client Services	Security
<ul style="list-style-type: none"> » Data Center Operations » Desktop Platforms » Mainframe & Server » Storage » Peripherals 	<ul style="list-style-type: none"> » Help Desk » PCs & Peripheral Management » Email Operations » Office Application Support » Remote Connectivity & Support 	<ul style="list-style-type: none"> » Desktop & Mobile Security » Directory Services » Network Security » Compliance & Standards » Operations & Management
Communications & Networking	Application Development & Integration	Application Support & Maintenance
<ul style="list-style-type: none"> » Broadband & Remote Access » Data Services » Network Connectivity » Messaging » Network Infrastructure & Management » Telecom & Voice 	<ul style="list-style-type: none"> » Architecture & Design » Development & Tools » Package & Customization Implementation » Integration » Software Infrastructure » Business Intelligence 	<ul style="list-style-type: none"> » Front-end Applications » ERP System » Legacy Systems » Hosting » Database Management » Upgrades

EquaTerra Clients

Using our proven methodologies, we have helped many organizations transform and/or outsource their IT operations for faster, more effective decision making. Some of our IT clients include:

- Amtrak
- Cadbury Schweppes
- Capital One
- Cardinal Health
- Cigna
- Clorox
- Consolidated Insurance (CICA)
- Cooper Industries
- CVS Pharmacy
- Duke Energy
- Dynegy
- Exelon
- Xcel Energy
- Gap
- Goodman
- Hand Held Products
- Horizon BCBS
- JP Morgan Chase
- Liberty Mutual
- Nestlé
- NiSource
- Panasonic
- St. Luke's Hospital
- Tellabs
- TXU
- Unilever
- US Postal Service
- Wachovia
- WelchAllyn
- Williams
- Yum! Brands

Why a Sourcing Advisor

Having an experienced advisor on your side who has guided dozens of IT transformations is invaluable. An EquaTerra advisor can help you navigate the entire transformation journey effectively and efficiently – from initial strategy, through internal design or external service provider selection and negotiation, to transition and ongoing outsourcing relationship management. We provide truly objective and independent counsel based on our extensive experience and expertise. We simplify the complex and bring certainty to the unfamiliar...so you can focus on what matters in your business.

Contact Us

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About EquaTerra

EquaTerra sourcing advisors help clients achieve sustainable value in their IT and business processes. Our advisors average more than 20 years of industry experience and have supported over 2000 transformation and outsourcing projects across more than 60 countries. Supporting clients throughout the Americas, Europe, and Asia Pacific, we have deep functional knowledge in Finance and Accounting, HR, IT, Procurement and other critical business processes. EquaTerra helps clients achieve significant cost savings and process improvement with internal transformation, shared services and outsourcing solutions.

For more information on our Information Technology services or to contact an IT expert, please see our Website at: <http://www.equaterra.com/fw/main/Information-Technology-15.html>