



# IT Cost Transparencies

{ABSTRACT}

A practical guide to finding hidden cost while securing a seat at the leadership table

Do you want to get the attention of your business leadership and secure a strong position at the business table? Offer them a **25% reduction** in hard IT cost.

The following is a demonstrated approach to achieve two objectives: practical cost out and stronger leadership relationships.

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## EXECUTIVE SUMMARY

**S**ecuring a seat at the business strategic table takes leadership that can recognize the importance of knocking down internal barriers, communicating on a recognized business level, and most importantly offering share holders value.

To get through the door you will need to get their attention. Not surprising, the best method is via the almighty dollar. Take a leap and offer a 25% decrease in cost that will hit the bottom line. Now that you have their attention, offer a comprehensive plan of just how you are going to achieve it, all while providing them a partnership for achieving additional future returns on their initial investment. Share with them that it will all be reported in business unit detail. The cost to the business; the time of some of their key leaders to determine the best service needs and build a lasting partnership with the common goal to grow the business. Who could turn it down?



Still not a believer? Without this foundation, we would not have been prepared for the next round of growth challenges that we faced. We went from 12 production instances to 35 almost “over night” via a business re-organization, or as we term it; a synergy exercise. This time, we brought back \$2M in savings!!

It’s safe to say that we assured our seat as key contributor at the strategic table alongside with its business partners through a serious of strategic alignments, one of which is IT cost transparency.