

Solution Profile

EverFlex TCO (Total Cost of Ownership) & Sustainability Assessment



The TCO Optimization Assessment delivers a tiered approach to optimize client hybrid cloud deployments by balancing service delivery with costs. TCO reductions typically range from 30 – 50% savings and developing business cases featuring technical options that drive savings and efficiency.

EverFlex TCO is a methodology and consultative process used for...



Assessing compute, storage network, and virtualized environments



Identifying hardware, software, and labor drivers



Quantifying TCO (Total Cost of Ownership) reduction opportunities across the enterprise and cloud deployments



Developing business cases featuring technical and managed services options that drive savings and efficiencies

Assessment Methodology

Analyze infrastructure inventory and usage

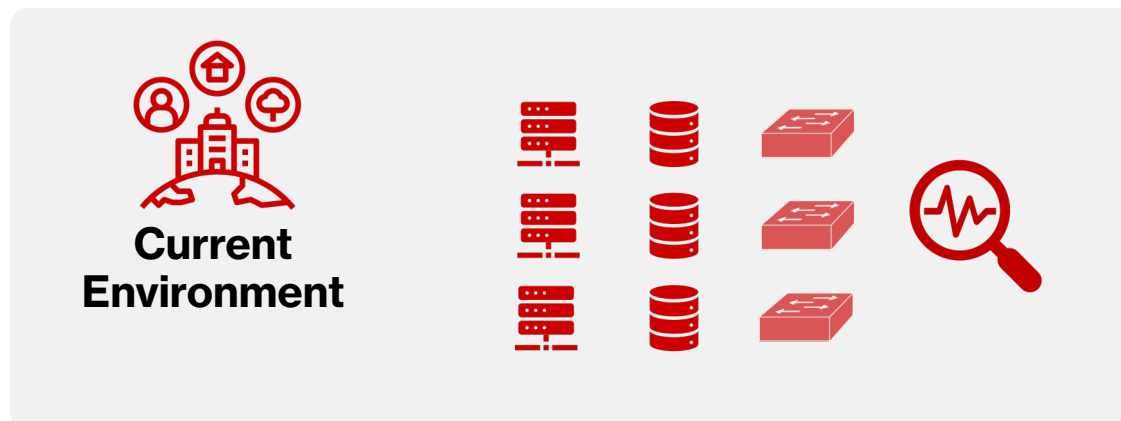
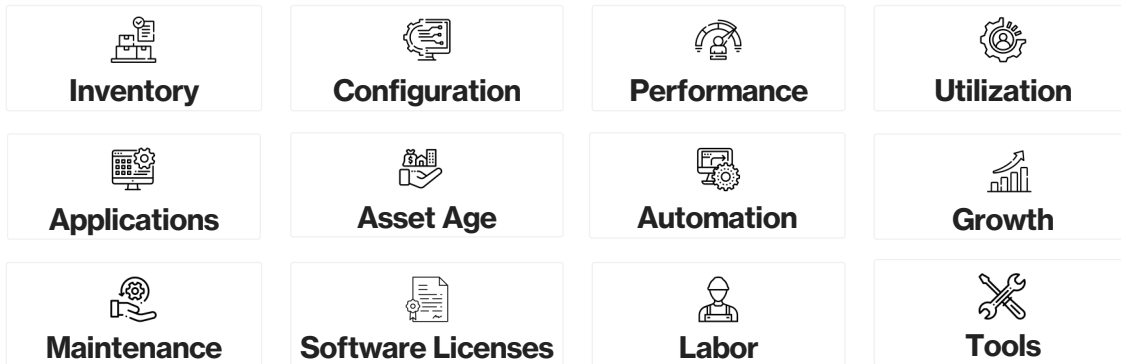
Calculate lifecycle requirements

Estimate other BAU costs:

- Tech Refresh Migrations
- Include Software Licensing
- Maintenance
- Labor
- Power, Floorspace, Cooling, and Emissions

Project BAU TCO over term

Compare vs Optimized Mode



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TCO Calculator Speeds Assessment Process

Hitachi employs a proprietary calculator that leverages years of experience in working with clients in critical industries to improve their operations and control costs. The TCO Calculator is designed with your business's long-term success in mind, focusing on delivering projections for ongoing savings rather than traditional one-time project benefits. By aligning your workloads effectively across multi-cloud or hybrid cloud environments, we maximize value across your entire IT operation. Our goal is to build a lasting partnership with you, using the TCO Calculator to consistently demonstrate the superior value of adopting a Hitachi Vantara solution compared to your current approach.

TCO Analysis - Compute (Example)

This example demonstrates how the TCO calculator effectively showcases the potential savings your organization can achieve by adopting Hitachi Vantara solutions. This output of our TCO Calculator illustrates the combined impact of infrastructure savings, reduced license and labor costs will lead to an impressive **35% reduction** in the Total Cost of Ownership (TCO).

BAU TCO Business Case							
	Year 1	Year 2	Year 3	Year 4	Year 5	Total (5) Years	% of Total
New Acq Depreciation	0.2m	2.1m	2.2m	2.3m	2.3m	9.1m	20%
Former Acq Depreciation	0.0m	0.0m	0.0m	0.0m	0.0m	0.0m	0%
Maintenance	1.2m	0.0m	0.0m	0.1m	0.4m	1.8m	4%
Software Licensing	4.6m	4.8m	5.0m	5.2m	5.4m	24.9m	54%
Operational Labor	1.4m	1.4m	1.5m	1.6m	1.7m	7.6m	16%
EOL Migrations	0.0m	0.2m	0.0m	0.0m	0.0m	0.2m	0%
Environmentals	0.5m	0.5m	0.6m	0.6m	0.7m	2.9m	6%
Current TCO Total	7.9m	9.0m	9.3m	9.8m	10.4m	46.5m	100%
Remaining Depreciation	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	
	0.4m	0.3m	0.1m	0.0m	0.0m	0.0m	

Proposed TCO Business Case							
	Year 1	Year 2	Year 3	Year 4	Year 5	Total (5) Years	% of Total
HV Foundation Services	0.7m	1.3m	1.6m	1.6m	1.7m	6.9m	23%
Former Acq Depreciation	0.0m	0.0m	0.0m	0.0m	0.0m	0.0m	0%
Maintenance	0.0m	0.0m	0.0m	0.0m	0.0m	0.0m	0%
Software Licensing	4.6m	3.4m	2.7m	2.9m	3.0m	16.5m	55%
Operational Labor	0.9m	0.9m	1.0m	1.0m	1.1m	4.9m	16%
EOL Migrations	0.0m	0.2m	0.0m	0.0m	0.0m	0.2m	1%
Environmentals	0.3m	0.3m	0.3m	0.4m	0.4m	1.7m	6%
Proposed TCO Total	6.4m	6.2m	5.5m	5.9m	6.1m	30.1m	100%
TCO Reduction	19%	31%	40%	40%	42%	35%	

BAU Footprint					
	Year 1	Year 2	Year 3	Year 4	Year 5
Servers	202	210	221	229	240
Blades	202	210	221	229	240
RackMounted	0	0	0	0	0
Chassis	29	30	31	32	33
Fabric Interconnect	12	12	12	12	12
Racks	12	12	13	14	14
Top of Rack Switches	24	24	26	28	28
Fabric Switches	12	12	12	12	12

Projected Footprint					
	Year 1	Year 2	Year 3	Year 4	Year 5
Total Servers	161	115	121	130	135
Total Legacy Servers	98	0	0	0	0
Blades	98	0	0	0	0
RackMounted	0	0	0	0	0
Total New Servers	63	115	121	130	135
Blades	63	115	121	130	135
RackMounted	0	0	0	0	0
Chassis	11	18	20	20	20
Fabric Interconnect	12	12	12	12	12
Top of Rack Switches	12	12	12	12	12
Fabric Switches	12	12	12	12	12
Racks	7	8	10	10	10

About Hitachi Vantara

Hitachi Vantara is transforming the way data fuels innovation. A wholly owned subsidiary of Hitachi, Ltd., we're the data foundation the world's leading innovators rely on. Through data storage, infrastructure systems, cloud management and digital expertise, we build the foundation for sustainable business growth.

We are ready to help you maximize the value of your digital infrastructure investments.



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