



break free, disrupt

arctic.ten
Technology Value Management Solution

available in conjunction with AlphaZetta

azetta

A large, jagged iceberg floats in a calm, dark blue ocean under a cloudy sky. The iceberg's surface is textured with various peaks and shadows. The water is still, reflecting the sky and the iceberg. Numerous smaller ice floes are scattered across the water's surface.

Master Complexity and Inspire Transformation

Technology Value Management Solution

arctic.ten

2019

acquaim

acquaim - Who we are

Mission

To help our clients to **master complexity** and **inspire to transform** their technology landscape swiftly and effectively.

We consult based on our expertise and decades of successful technology projects and apply our complimentary arctic.ten solution to deliver architecture, cost and business value information **in real-time**.

Founder

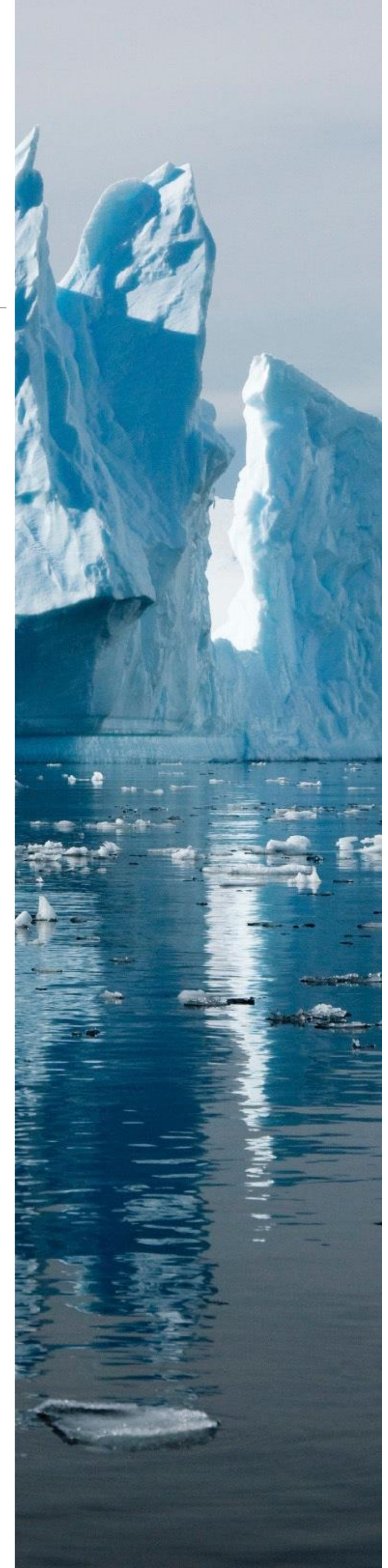
Three former Accenture executives from Munich/Germany with combined industry experience of 60+ years

Industry Experience

Manufacturing/ High Tech/ Construction & Engineering/
Tele Communications/ Banking/ Insurance/ Energy/
Automotive/ Retail

Domain Expertise

IT Transformation/ IT & Digital Strategy/ IT Organization
& Governance/ Enterprise Architecture/ Cost Reduction/
System Integration/ Large Program Management



The 'Digital' challenge for legacy IT

The Digital and Data-driven business is built on evolving technology, which drives the need for frequent change and fast delivery cycles

Maintenance is consuming the bulk of the IT budget, leaving little or no room for innovation.
High complexity levels of legacy IT architectures impede swift transformations


 Digital Channels, Products, Processes and Data


 Security, Risk and Compliance

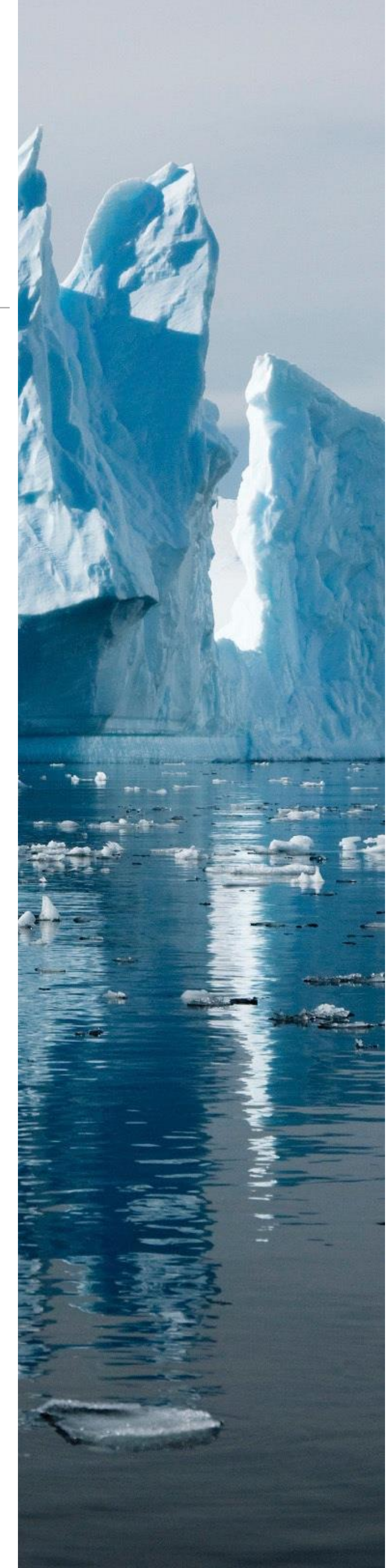
 Technology Push/ Disruption



 Inorganically grown business and IT architecture

 Inefficiencies caused by inadequate IT governance

 Constant pressure on the bottom line (SG&A Cost)



Master Complexity and Inspire Transformation

Our Solution arctic.ten

A Single Platform for Integrated Cost, Value, Capacity and Architecture Information

IT Planning & Budgeting	IT Controlling & Chargeback	TCO Analysis	Supplier Analysis	Architecture Analysis and Navigation
Investment Priority Definition Support	Benchmarking	Business Case Management Support	Data Compliance Support	Skill Management

Baselining Capability

Understand what technology **does** for your business

Scenario Analysis

Understand what technology **can do** for your business

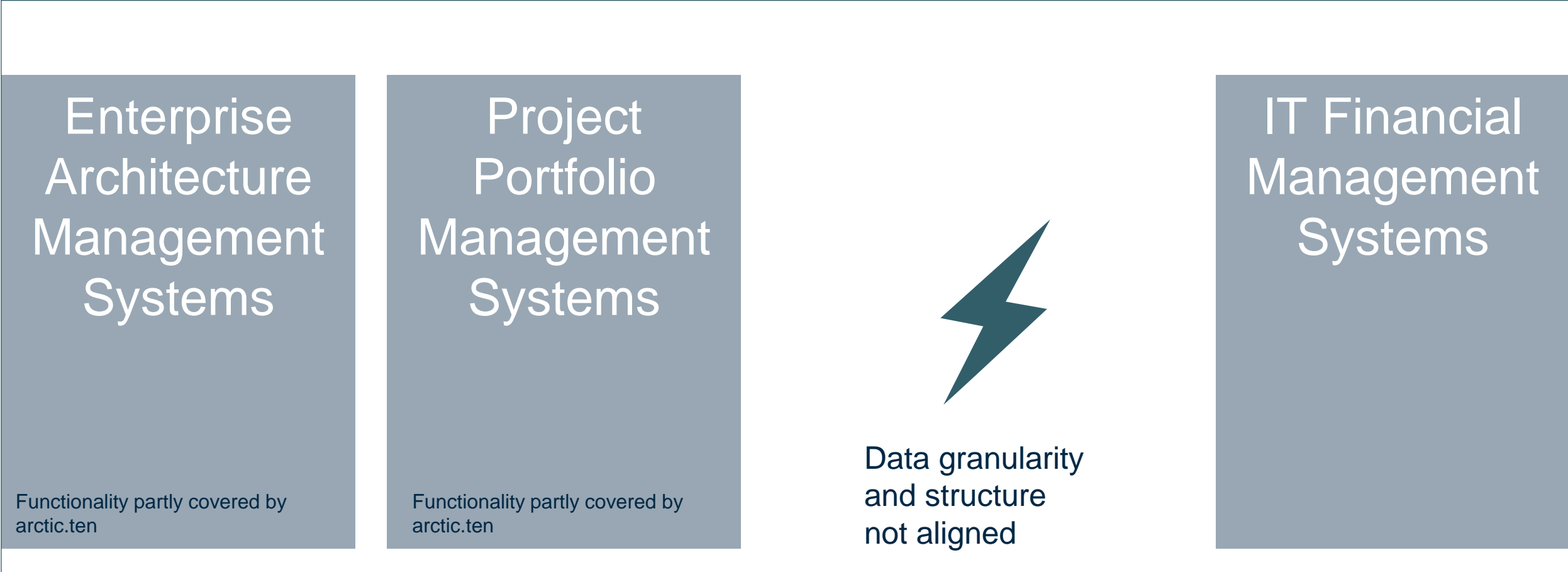
Time Machine Capability

Understand architecture evolution and associated cost/value impacts



How does arctic.ten fit into the standard IT Management tool landscape

arctic.ten scope



On-top



Instead



Hybrid

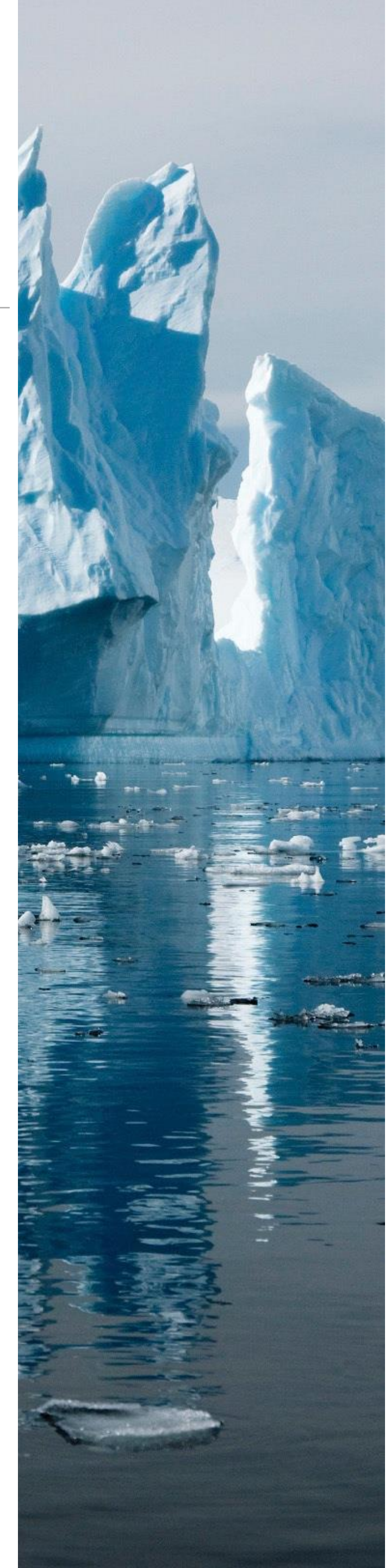
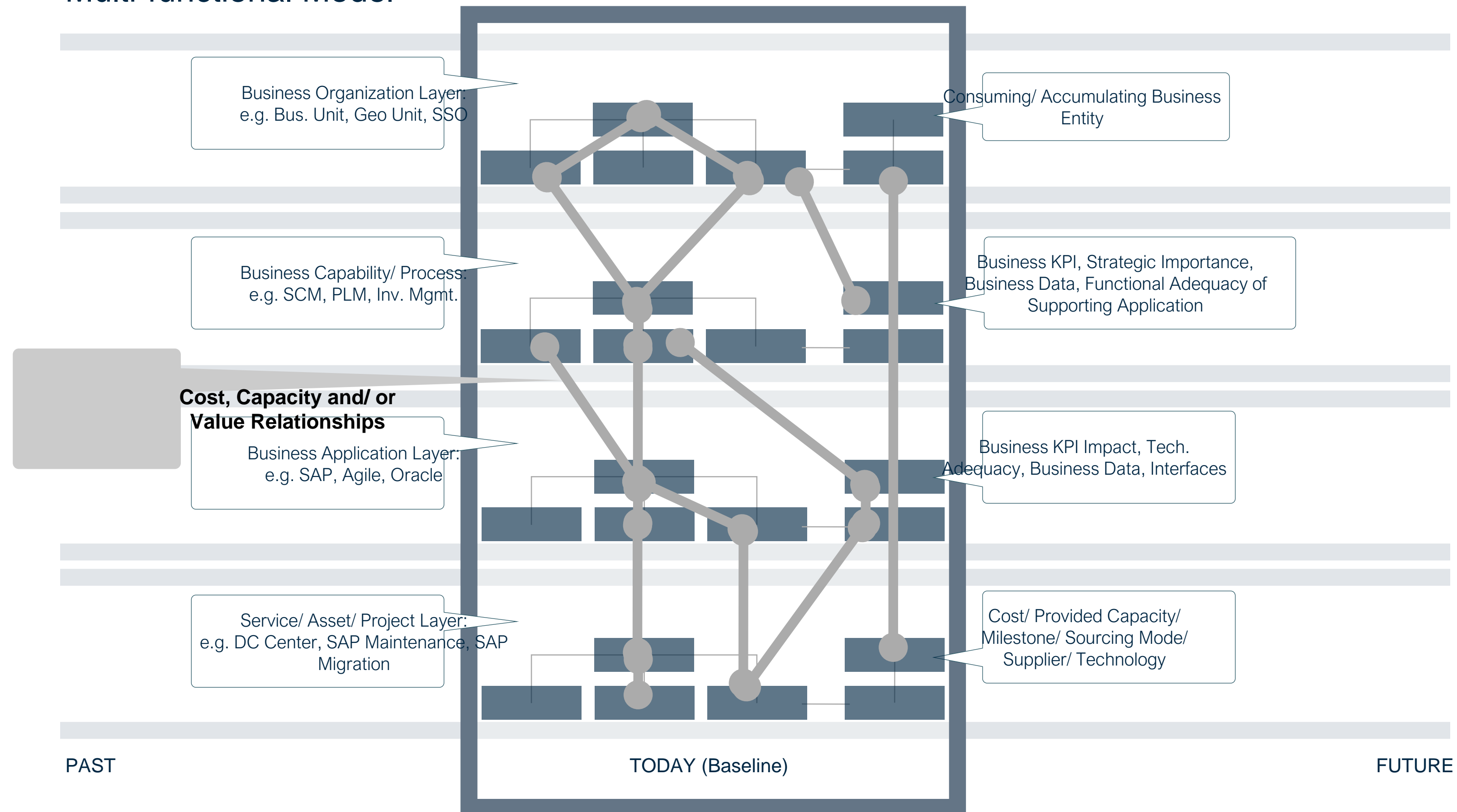


Responsive designed web application - Multi tenancy - SaaS or OnPremise



The Model behind arctic.ten (Example IT)

Multi-functional Model



Start using arctic.ten when ...

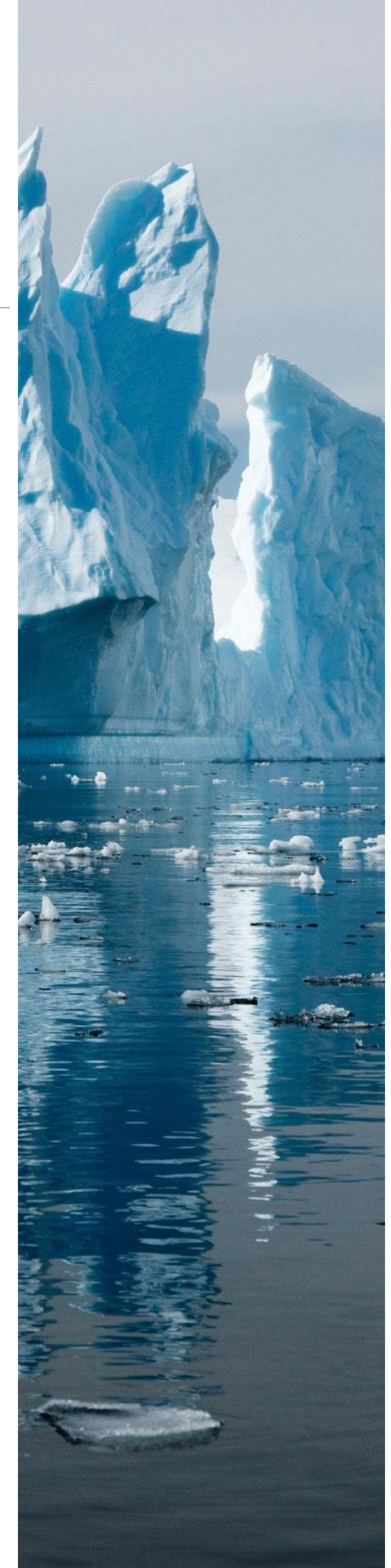
Burning Platform

... you face a large transformation program or a merger/divestiture which requires to do an baseline assessment in any case

... you want to have real time access to critical information in order to ...

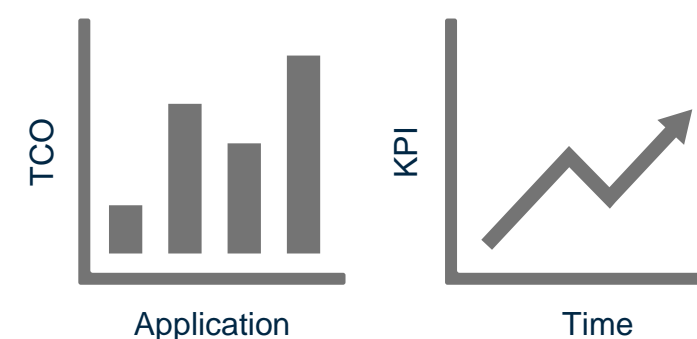
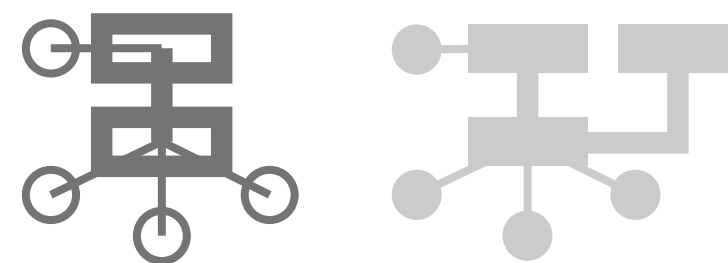
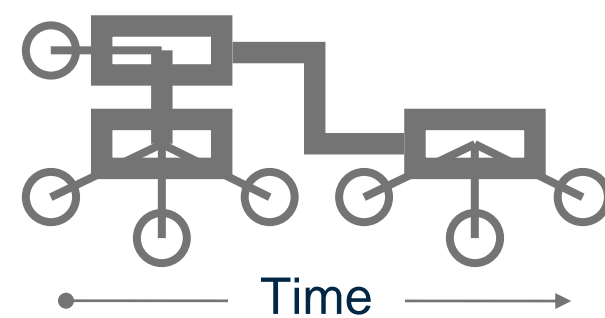
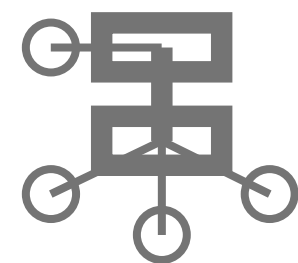
- understand TCO by application, process or organization
- reduce IT cost and eliminate redundancies
- implement a consumption based IT cost charge-out to the business
- install a zero-based budgeting approach
- increase the agility of the IT organization
- gain fact based, top down project portfolio decision support
- compare with internal/ external benchmarks
- understand application architecture gaps & deficiencies
- analyze the impact of applications on business KPIs'
- understand where to invest in technology for improving specific business KPIs

... and many more

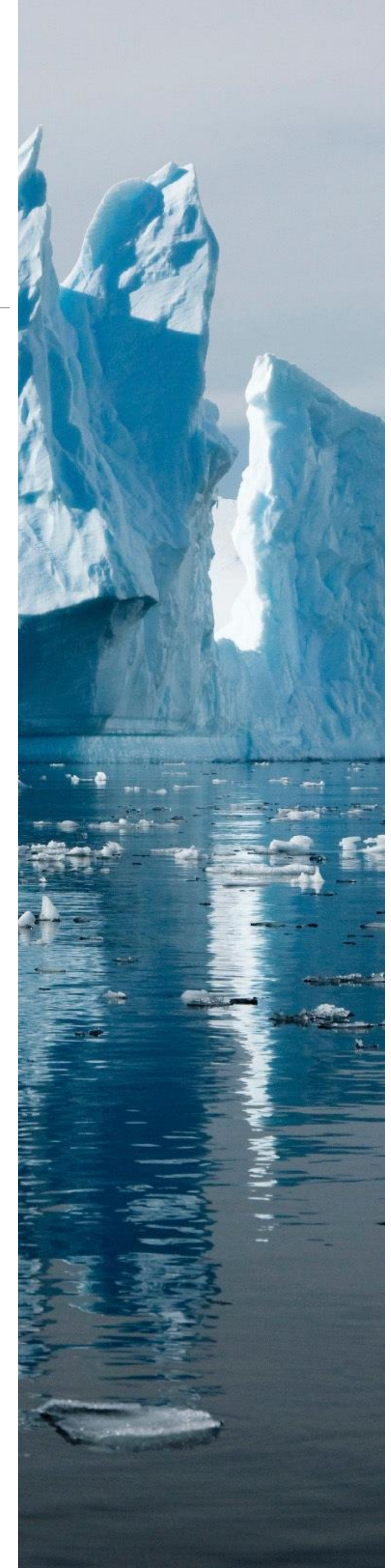


arctic.ten - Implementation

We recommend to start with a small defined area, business entity, a geographic entity or a specific technology stack where anyway an assessment is needed.



1. Create a **baseline** model - the as-is architecture in up to four layers (organization entities, business capabilities, business applications, services & infrastructure assets or projects)
2. Complete the **baseline** model with specific information depending on the use case such as cost, capacity and/or KPI definitions/ impact
3. Include project master plan(s), to model a future baseline using the **time machine** functionality
4. Play with model to define transformation scenarios or to identify cost reduction opportunities using **scenario management**
5. Analyse the baseline in combination with scenarios or a future baseline state to evaluate multiple improvement options or to adjust a budget plan to changed IT consumption or forecast

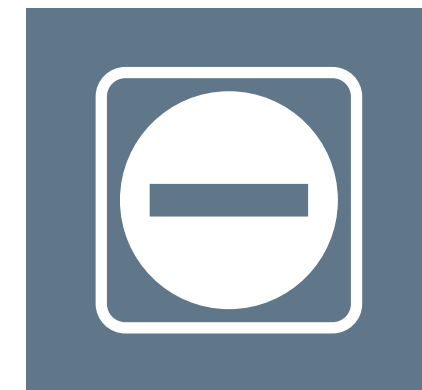


Accelerate Time to Market / Save Cost

Disruption 1

Today's Typical Situation:

Unavailability of relevant info required to understand root causes of issues or to validate improvement ideas or to drive a cost reduction agenda
Reason: organizational barriers; separation of cost and architecture information



Money is spent externally to analyze the current situation in order to formulate and evaluate recommendations for improvements. Time and budget constraints lead to partly estimated numbers or simplifications (educated guess).



weeks/ months

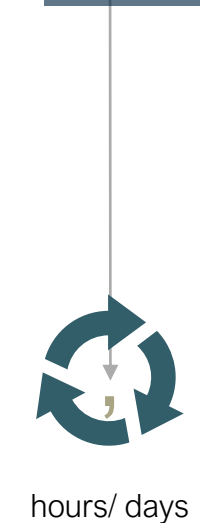
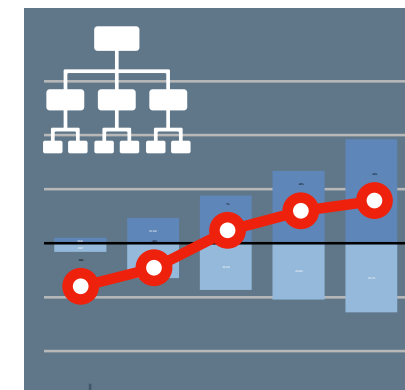
Disruption 2-n

Different issue, same data problem - same budget and time consuming approach is taken



weeks/ months

Using arctic.ten:



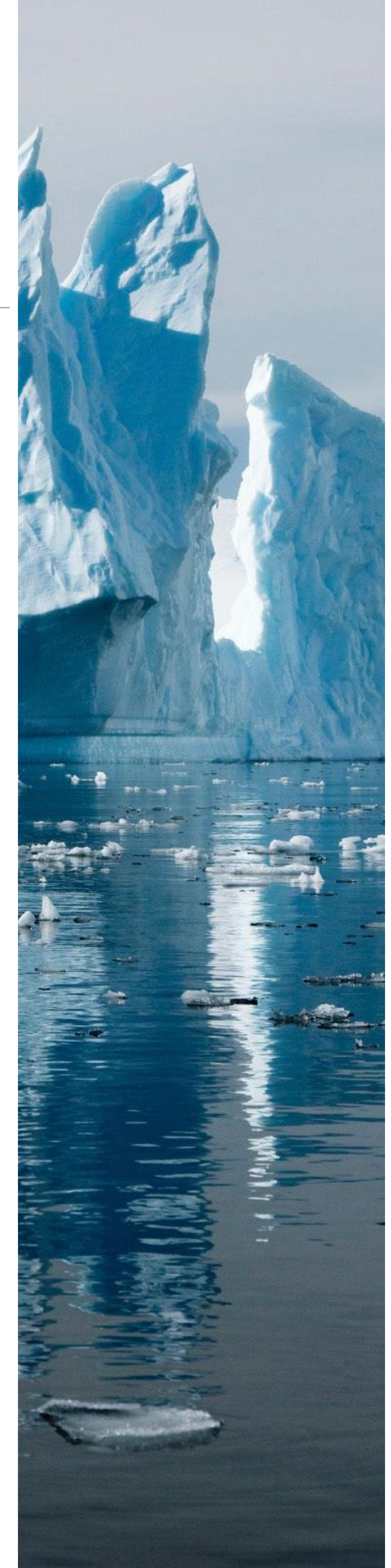
The model in arctic.ten combines value, cost and capacity data across organizations, capabilities and services **to support analysis on a finger-tip** providing full transparency of past, current or projected scenarios.

Scenarios to evaluate improvement ideas can be **modeled in hours** or more complex situations in days rather than multiple weeks/ months

Different Scenarios to evaluate improvement ideas - same model is used and analysis is done within hours or days

= uncertain data, costly, time consuming

= high degree of confidence, low cost, extremely fast



Produce Better Decisions, Faster

arctic.ten value proposition

	Delivery Speed	Accuracy	Comprehensiveness
Reduced Cost	<ul style="list-style-type: none">• reduced analysis effort• reduced opportunity cost• keeps IT Staff on core role	<ul style="list-style-type: none">• reduced cost of failure• aligns legacy with new tech performance	<ul style="list-style-type: none">• discover redundancies, duplications, synergies and other cost reduction opportunities
Higher Tech RoI	<ul style="list-style-type: none">• earlier realisation of business benefits• faster time to digital aspiration	<ul style="list-style-type: none">• reduced cost of failure• increased RoI on legacy IT investments	<ul style="list-style-type: none">• available funds get smarter invested



Global High Tech Company benefits from arctic.ten for IT planning and controlling

- Global multi-business unit organization
- IT cost charge out to 24 business entities based on user, consumption, revenues etc.

BEFORE

No integrated tool that contains and compares budgeted and actual cost

IT planning and budgeting done based on more than 20 complex spreadsheets

Actual cost data maintained in SAP

Complex to change budgets and cost allocations in the course of the FY

Cost controlling done on a monthly basis (budget divided by 12)

AFTER

Ad-hoc mobile/browser based access to budgeted, actual cost and variances

Integrated actual cost data from SAP/ accounting structure mapped to planning structure

Scenario analysis supports fast and accurate budget and allocation changes within a FY

Integrated supplier view (budget/ actual/ variances)

Time machine assists planning and controlling defined accurate to the day

Model
Creation
in
arctic.ten



This solution is available from



The Independent Analytics Experts

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[#supportarcticten](https://twitter.com/supportarcticten)