

Getting IT Right

Maximizing Efficiency in Government IT Investments with RightIT™

Ready for what's next.

Booz | Allen | Hamilton

strategy and technology consultants

Getting IT Right: Maximizing Efficiency in Government IT Investments with RightIT™

In today's budget-conscious economy, federal agencies are increasingly looking for ways to control spending and be more cost-effective. On information technology (IT) alone, the federal government spends almost \$80 billion each year.

Inefficient practices in IT environments abound across government organizations. Unnecessary complexity; fragmented management and oversight; and hidden costs all drive up IT expenses. As a result, IT is a target for directed budget reductions across the government. And while organizations recognize the need for agencywide change, they often lack a clear understanding of their overall IT costs or even how and where to start sorting out their IT problems.

Booz Allen Can Help You Be Ready for What's Next

Booz Allen Hamilton, a leading strategy and technology consulting firm, helps clients acquire needed IT services at the right cost. Our proven RightIT™ methodology can cut IT costs by as much as 30 to 40 percent while improving IT operations. Booz Allen uses this comprehensive approach to achieve cost-effective IT capabilities in a timely and efficient manner. RightIT™ delivers improved IT performance and cost savings.

The RightIT™ Three-Phased Approach

Every client has unique IT challenges. Using a three-phased approach, Booz Allen identifies and assesses those challenges, builds a detailed plan to address them, and implements savings and technology measures to improve IT performance. Our thorough process initially realizes near-term cost savings that are within direct control of the IT organization. At the same time, Booz Allen examines IT operations to find further achievable opportunities for cost reduction, sustained efficiency, and improvement over the longer term.

Diagnosing IT

In the diagnostic phase, we start with a comprehensive review of the client's entire IT environment. To understand overall IT expenditures, we create a current state baseline and total cost of ownership (TCO). This valuable information allows Booz Allen's topnotch cost estimators and IT experts to establish a series of per-unit costs.

Once a TCO baseline has been established, the RightIT™ approach benchmarks the status quo against best practices. Comparing the baseline with industry standards allows Booz Allen to better identify where cost savings and IT service performance improvements will be best achieved.

Planning IT

Booz Allen's team evaluates IT alternatives, whether at the enterprise level or within a particular concentration area. The planning phase effectively captures efficiencies and savings identified in the diagnostic phase by delivering an executable roadmap. This comprehensive action plan includes performance objectives, required resources, an implementation schedule, and a risk assessment. RightIT™ ensures that all initiatives work together to right-size the IT environment and deliver the expected cost efficiency.

Implementing IT

During the implementation phase, Booz Allen expands its world-class IT team to execute savings and technology initiatives. IT experts from a wide range of disciplines, including business analytics, technology and innovation, operations and engineering, and organizational strategy and communications are called in to guarantee that the task is completed on time and within budget. We fully implement initiatives that achieve the organization's performance and savings objectives. Booz Allen then collects performance metrics to continue driving performance improvement.

IT Savings and Efficiency

Booz Allen's IT expertise has already helped numerous government agencies improve IT performance and reduce costs.

We helped a **government health organization** create an effective IT investment management and decisionmaking framework. With our comprehensive RightIT™ approach, The enterprisewide solution aligned IT spending with transformation goals and saved more than \$20 million.

Various aging servers with no centralized management process to monitor them resulted in soaring IT costs for a **defense acquisition program**. Booz Allen redesigned the IT infrastructure using consolidation, virtualization, and cloud computing technologies. Maintenance downtime decreased by 75 percent. RightIT™ saved the program \$6 million in hosting and licensing cost and reduced the program's IT footprint by 83 percent.

To effectively manage IT investments was an insurmountable challenge for a **large federal government organization**. It was unable to evaluate benefits, costs, and risks in its IT investment projects.

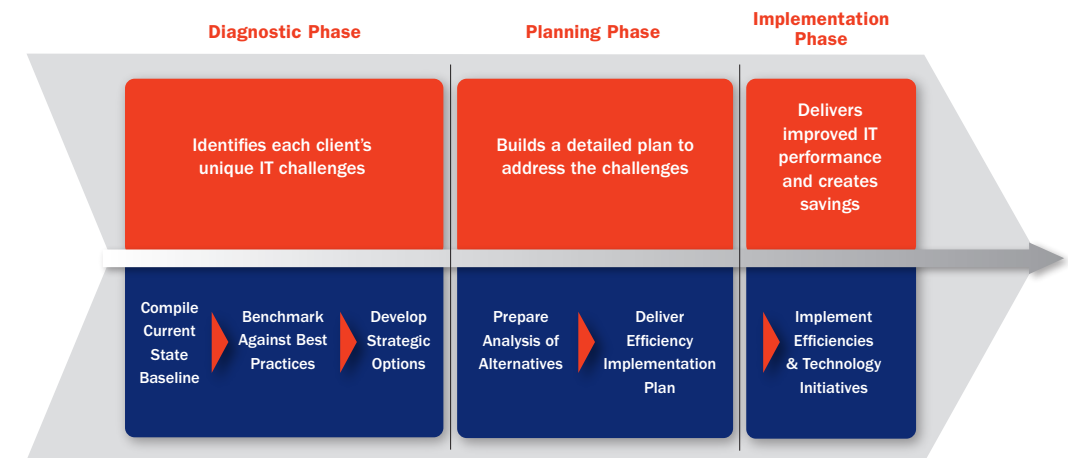
Using the RightIT™ approach, Booz Allen successfully reduced proposed enterprise architecture expenditures by 40 percent and office automation spending by 21 percent.

Booz Allen helped a **global pharmaceutical and consumer products company** save up to 30 percent on \$164 million in IT spending.

Right-Size with RightIT™

Booz Allen's RightIT™ provides a comprehensive analytical framework for making informed IT decisions. Our goal is to maximize efficiency, savings and IT performance while reducing costs and minimizing risks in pursuing the approved IT solutions. From developing a current-state IT cost baseline to implementing a detailed action plan, Booz Allen will bring world-class expertise to the job at hand, ensuring expected results are delivered.

Whether you're managing today's issues or looking beyond the horizon, count on us to help you be ready for what's next.



The RightIT™ Three-Phased Approach

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About Booz Allen

Booz Allen Hamilton has been at the forefront of strategy and technology consulting for nearly a century. Today, the firm provides professional services primarily to the US government in defense, intelligence, and civil markets, and to major corporations, institutions, and not-for-profit organizations. Booz Allen offers clients deep functional knowledge spanning strategy and organization, engineering and operations, technology, and analytics—which it combines with specialized expertise in clients' mission and domain areas to help solve their toughest problems.

Booz Allen is headquartered in McLean, Virginia, employs more than 25,000 people, and had revenue of \$5.59 billion for the 12 months ended March 31, 2011. To learn more, visit www.boozallen.com. (NYSE: BAH)



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