OrbusINFINITY

The Total Economic Impact™ of Orbus Software OrbusInfinity®

Cost Savings and Business Benefits Enabled by OrbusInfinity Enterprise Architecture Management Suite

394%
ROI

$2.07M
NPV

10 months
Payback

OrbusSoftware

Executive Summary

Leading enterprise architecture (EA) practices are challenged to influence and enable firms' business transformations and use tools to provide a holistic view of the effects of business demand, identify productivity improvements, and get real-time insights on strategic and operational performance. Orbus Software's OrbusInfinity reduces decision-making time, enables cost savings across the IT portfolio, and increases architecture quality and productivity, in turn improving employee experience and job satisfaction.

> "
> It becomes more and more important for us to reach a wider stakeholder group and to provide them analytics and decision-making materials that are easy to understand.
>
> **- Head of Enterprise Architecture, Construction**

Key Findings

Benefits (three-year)

$38.2K
Acclerated resiliency planning and analysis

$1.8M
Controlled investment and **cost savings** across IT portfolio

$574.6K
Productivity gains for the architecture teams

$210.1K
Accelerated **strategic decision making** for digital transformation

Key metrics

394% ROI
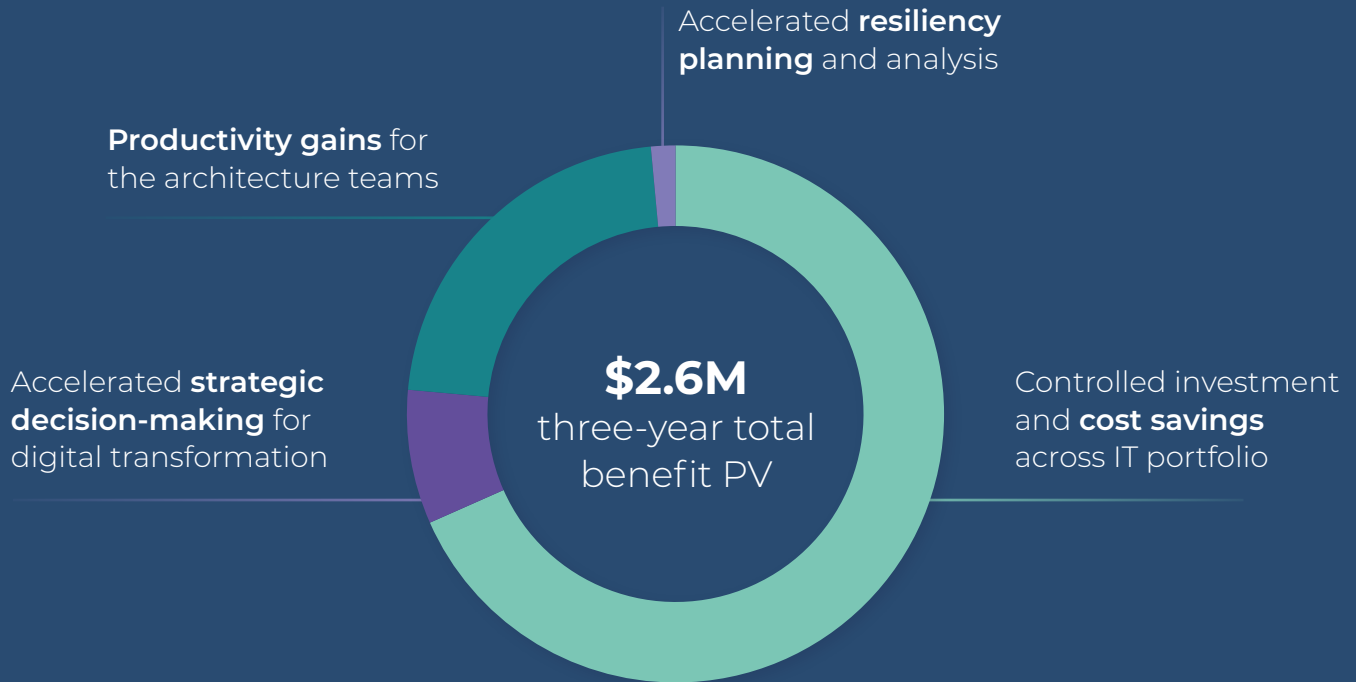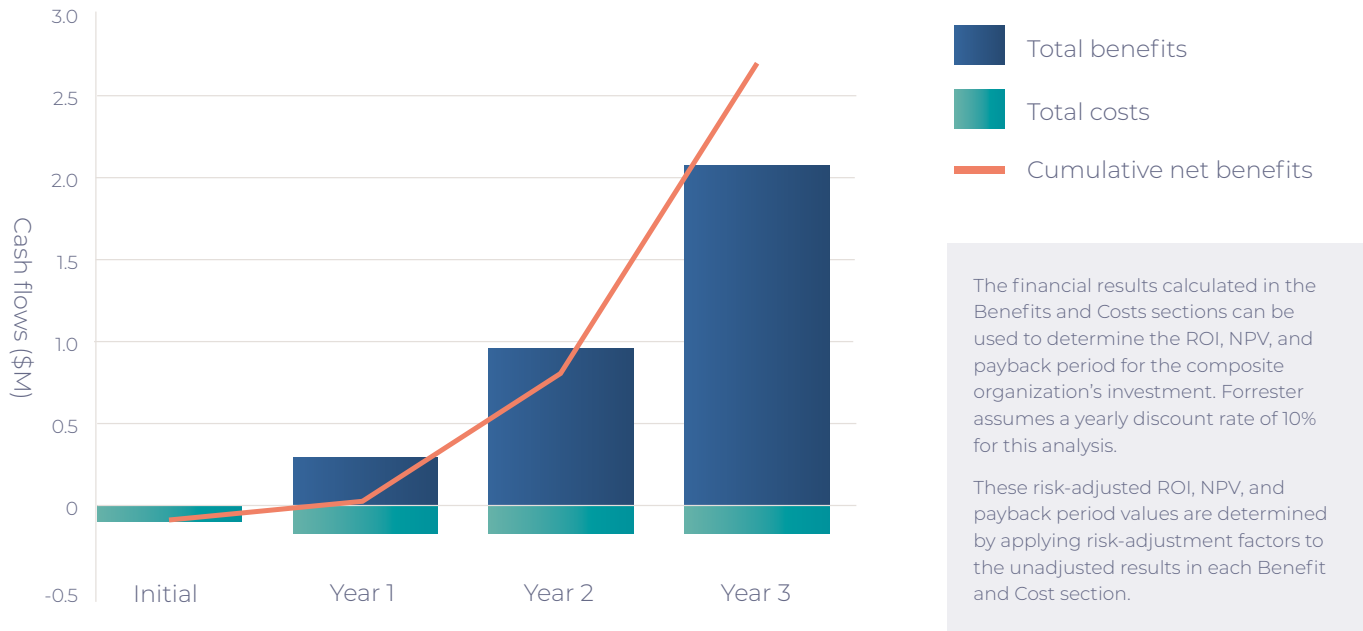
$2.60M Benefits PV

$2.07M NPV

10 months Payback

Analysis of Benefits

Ref.	Benefit	Year 1 ($)	Year 2 ($)	Year 3 ($)	Total ($)	Present Value ($)
Atr	Controlled investment and **cost savings** across IT portfolio	29,440	595,937	1,675,937	2,301,314	1,778,430
Btr	Accelerated **strategic decision-making** for digital transformation	84,466	84,466	84,466	253,398	210,054
Ctr	**Productivity gains** for the architecture teams	179,870	247,749	274,666	702,285	574,630
Dtr	**Accelerated resiliency** planning and analysis	0	$24,192	24,192	48,384	38,169
	Total benefits (risk-adjusted)	**293,776**	**952,344**	**2,059,261**	**3,305,380**	**2,601,283**

Total Benefits

Accelerated **resiliency planning** and analysis

Productivity gains for the architecture teams

Accelerated **strategic decision-making** for digital transformation

$2.6M
three-year total benefit PV

Controlled investment and **cost savings** across IT portfolio

Cash Flow Chart (Risk-Adjusted)

Legend:
- Total benefits
- Total costs
- Cumulative net benefits

The financial results calculated in the Benefits and Costs sections can be used to determine the ROI, NPV, and payback period for the composite organization's investment. Forrester assumes a yearly discount rate of 10% for this analysis.

These risk-adjusted ROI, NPV, and payback period values are determined by applying risk-adjustment factors to the unadjusted results in each Benefit and Cost section.

Quantifiable Benefits

Productivity Gains
for Architecture Team

80% Time saved creating architecture artefacts

70% Time saved onboarding architects

95% Time saved for the trainers

Controlled Investment and **Cost Savings** across IT Portfolio

20% Applications sunsetted

50% Time saved on applications portfolio analysis

Accelerated Resiliency Planning

50% Time saved on resiliency planning and analysis

Accelerated Strategic Decision-Making for Digital Transformation

95% Time saved on decision analysis

85% Time saved on executive reviews

Unquantified Benefits

Additional benefits that customers experienced but were not able to quantify include:

Bringing business and IT closer

Many interviewees highlighted how the business-friendly visualization of insights enabled IT and the businesses to have more meaningful conversations about their strategies and make joint decisions.

Improving EA employee experience

By eliminating manual and duplicated work, OrbusInfinity architects focused on more value-added activities, which led to an increase in work satisfaction.

Elevating the perception of EA

In many cases, the architecture practice was seen as a roadblock in the past, but with the insights from OrbusInfinity, stakeholders could see the value of the insights enterprise architects provided to enable their organizations' digital transformation.

Avoiding penalty fees

With governments bringing in more regulations around resiliency and sustainability, OrbusInfinity provided the needed insights to ensure compliance to changing regulations.

Flexibility

The value of flexibility is unique to each customer. There are multiple scenarios in which a customer might implement OrbusInfinity and later realize additional uses and business opportunities, including:

Faster analysis in uncertain times

Multiple interviewees highlighted how they were able to quickly analyze and make decisions on how to approach the COVID-19 pandemic thanks to the insights of the tool.

Scalability

The interviewees highlighted how they easily scaled up their architecture teams with temporary resources as the insights of the tool reduced the learning curve.

Flexibility would also be quantified when evaluated as part of a specific project (described in more detail in Appendix A).

Appendix A: Total Economic Impact

Total Economic Impact is a methodology developed by Forrester Research that enhances a company's technology decisionmaking processes and assists vendors in communicating the value proposition of their products and services to clients. The TEI methodology helps companies demonstrate, justify, and realize the tangible value of IT initiatives to both senior management and other key business stakeholders.

Total Economic Impact Approach

➜ **Benefits** represent the value delivered to the business by the product. The TEI methodology places equal weight on the measure of benefits and the measure of costs, allowing for a full examination of the effect of the technology on the entire organization.

➜ **Costs** consider all expenses necessary to deliver the proposed value, or benefits, of the product. The cost category within TEI captures incremental costs over the existing environment for ongoing costs associated with the solution.

➜ **Flexibility** represents the strategic value that can be obtained for some future additional investment building on top of the initial investment already made. Having the ability to capture that benefi has a PV that can be estimated.

➜ **Risks** measure the uncertainty of benefit and cost estimates given: 1) the likelihood that estimates will meet original projections and 2) the likelihood that estimates will be tracked over time. TEI risk factors are based on "triangular distribution."

The initial investment column contains costs incurred at "time 0" or at the beginning of Year 1 that are not discounted. All other cash flows are discounted using the discount rate at the end of the year. PV calculations are calculated for each total cost and benefit estimate. NPV calculations in the summary tables are the sum of the initial investment and th discounted cash flows in each year. Sums and present value calculations of the Total Benefits, Total Costs, and Cash Flow tables may not exactly add up, as some rounding may occur.

Present Value (PV)
The present or current value of (discounted) cost and benefit estimates given at an interest rate (the discount rate). The PV of costs and benefits feed into the total NPV of cash flows.

Net Present Value (NPV)
The present or current value of (discounted) future net cash flows given an interest rate (the discount rate). A positive project NPV normally indicates that the investment should be made unless other projects have higher NPVs.

Return On Investment (ROI)
A project's expected return in percentage terms. ROI is calculated by dividing net benefits (benefits less costs) by costs.

Discount Rate
The interest rate used in cash flow analysis to take into account the time value of money. Organizations typically use discount rates between 8% and 16%.

Payback Period
The breakeven point for an investment. This is the point in time at which net benefits (benefits minus costs) equal initial investment or cost.

Forrester Report

> " Our company is big on sustainability, so the plan is to use the tool to support long-term planning to ensure a sustainable approach for the future.

- Head of Enterprise and Solution Architecture, Communications

Download The Total Economic Impact™ Of Orbus Software OrbusInfinity

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About Orbus Software

Orbus Software is a leading provider of cloud solutions for business centric decision making. Their enterprise platform provides a comprehensive view of applications, systems, and data, allowing leaders to make informed decisions, optimize cost, minimize risks, and maintain operational resilience in the face of constant disruption. Customers are predominantly global blue-chip enterprises and government organizations, and we focus on delivering technology innovation that accelerates our customers' success. To learn more, follow Orbus Software on Twitter and LinkedIn.

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