The Total Economic Impact™ Of IBM Turbonomic Application Resource Management
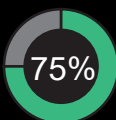
Through five customer interviews and data aggregation, Forrester concluded that Turbonomic ARM has the following three-year financial impact based on a $3 billion, 10,000-employee composite organization.
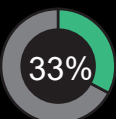
SUMMARY OF BENEFITS

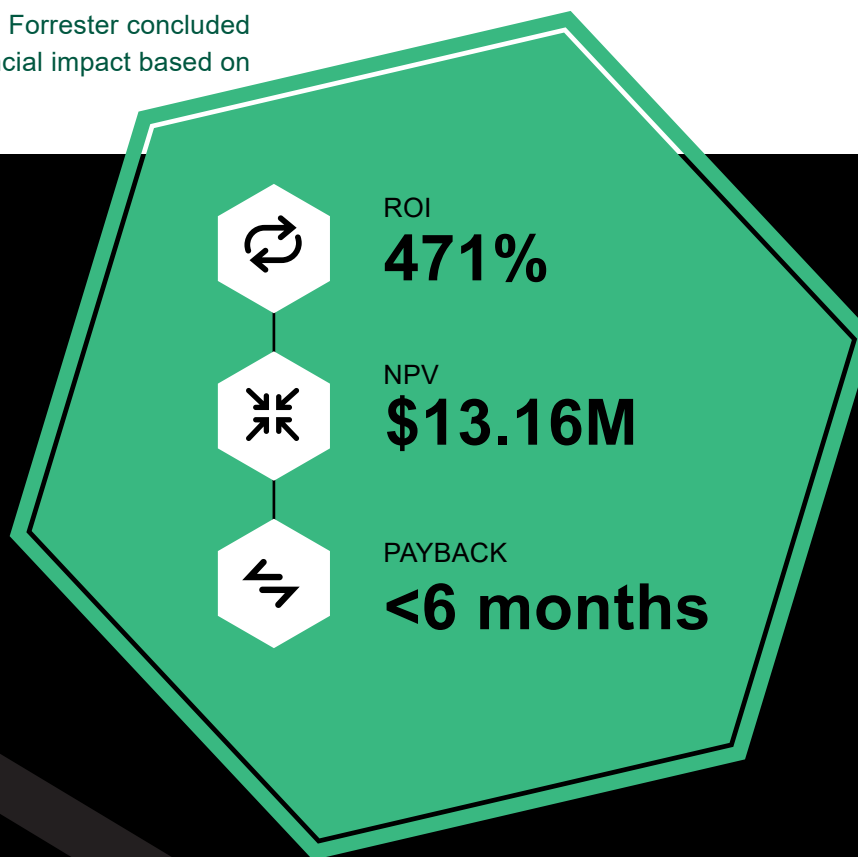Three-year risk-adjusted

Reduction in infrastructure spend — **75%**

Reduction in public cloud spend — **33%**

Reduction in support tickets — **70%**

Percentage of employees benefitting from improved application performance — **80%**

ROI
471%

NPV
$13.16M

PAYBACK
<6 months

CUSTOMERS EXPERIENCED:

Improvement in revenue-generating application performance.

Increased collaboration between line of business and infrastructure teams.

Eliminated infrastructure and cloud waste.

VOICE OF THE CUSTOMER

"Applications are running a lot better and a lot smoother. Just getting this validation from our end users for those applications **has definitely shown the power of Turbonomic.**"

Senior expert software engineer, transportation

"I didn't anticipate Turbonomic's impact on our business because I was an infrastructure guy looking at infrastructure and was happy when the infrastructure didn't look busy. Now, my context has shifted. If we need to throw more infrastructure on it, we will — **because it's not about infrastructure, it's about the business results.** Turbo has given us that context."

Manager, storage and compute, banking

"We've saved $3 million on hosts, and that's not even including the software licensing. **Turbo has paid for itself** and at this point, everything else that we're doing is just gravy."

Technical architect, insurance