

## Vitæ ...application delivery the way YOU choose

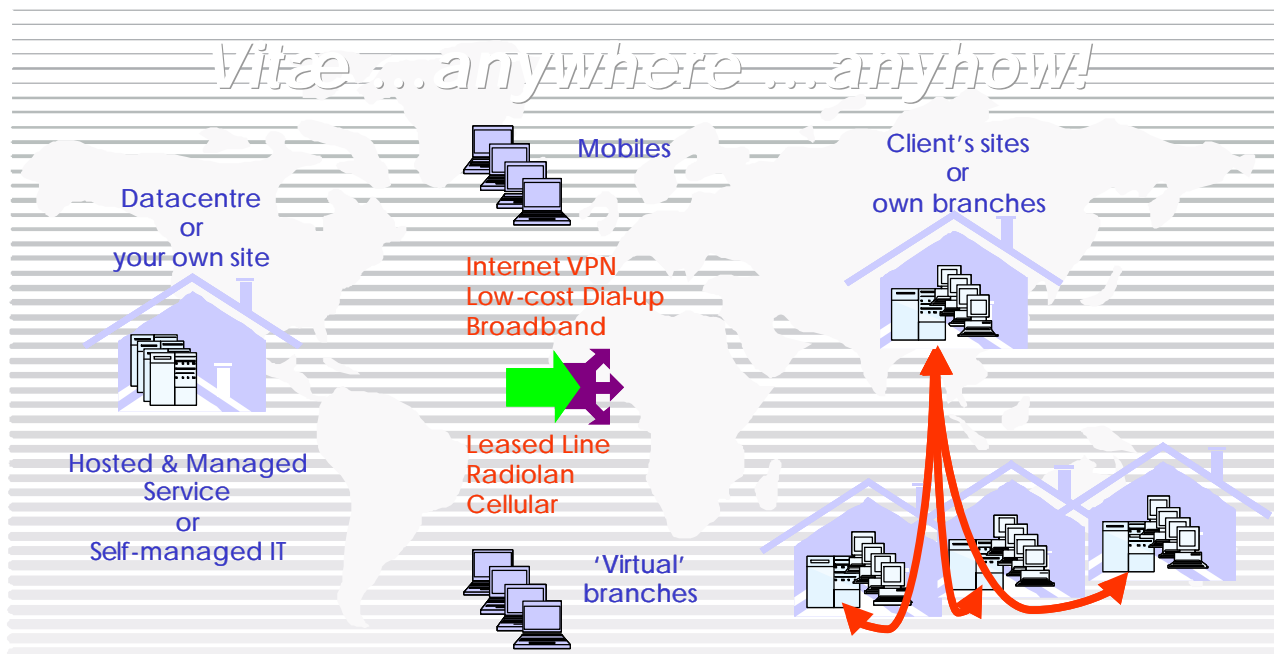
Vitæ avoids imposing any given deployment strategy on the enterprise, leaving the business planners unconstrained to make the strategic and financial decisions the business needs. Additionally, once an application delivery or acquisition method has been selected, Vitæ provides an easy transition to other strategies should business needs or technologies evolve and change.

- Pay in Full, or monthly?
- Own it, Lease it, Rent it?
- Outsourced IT management or your own IT overhead?
- Managed service/s at your site, or hosted at a datacentre?
- Centralised 'real time' system, or distributed server and 'managed replication'?
- Mobile, 'Virtual' branches, and/or Brick n' mortar?
- Mix n' match whatever links you need, around the world or around the corner. (Dialup; Broadband; Cellular; Microwave; Leased line; etc)? Low bandwidth delivers high performance anywhere.

You choose! Mix your options and change when you need to. You're in control with Vitæ!

So whether you're a start-up business seeking to preserve capital by better linking of outgoings to cash inflow, or an established multi-branch enterprise operating in different (and sometimes limited) comms environments around the world, Vitæ delivers the way you need it to.

Outsource or not? Lease or Buy? An outsourced managed service or my own IT department? On or off Balance Sheet? Answers will vary in every case and may change again as your business grows.



Let's have a look at some of the considerations facing the enterprise manager today.

---

## Vitæ ...application delivery the way *YOU* choose

---

### The Outsourcing Debate

Do you need or want the overhead of an IT departments?

For large enterprises relying on existing investment in their own established IT services to provide integrated support for multi-discipline applications, many of them perhaps legacy or customised systems and often used for mission-critical purposes, the arguments for self-sufficiency can be persuasive. The economies of scale available to the larger enterprise may even make it the lower-cost option.

For smaller or more specialised concerns with a tight business focus and few legacy system commitments, the requirement to invest unnecessarily in recruiting and maintaining in-house IT expertise, facilities, and resource to support (possibly less than adequately) only a few core applications, then the counter-arguments can weigh more heavily and are likely to represent a much lower-cost, less distracting option.

Here are just a few of the considerations

#### Pro-Outsourcing

- ◆ Improved quality of service thru' specialised expertise
- ◆ Improved quality of service thru' access to pooled resources
- ◆ Reduced costs thru' pooled resources
- ◆ Predictable monthly costs directly geared to usage levels
- ◆ Guaranteed service levels
- ◆ Improved security (Access and Data)
- ◆ Outgoings geared to revenue
- ◆ Minimised legal liabilities
- ◆ Free capital for more productive use in the business
- ◆ Greater planning flexibility
- ◆ Stay technologically current
- ◆ Retain business focus

#### Anti-Outsourcing

- ◆ Existing IT, Support and Infrastructure investment (lock-in)
- ◆ Fear of Lock-in
- ◆ Fear of inadequate service levels
- ◆ Fear of poor security
- ◆ Fear of higher costs/escalation
- ◆ Fear of loss of independence
- ◆ Pride of ownership

On whichever side of the debate you lie, it is fair to say that many of the views against outsourcing have an emotional basis (fear, pride, etc) and that in most cases such fears may be simply allayed by appropriate Service Level Agreements or similar supply-contract measures. For instance, how many can truly claim that their own security and disaster recovery position is as solid or as continually updated as that of a well-organised datacentre? And if so, at what cost?? How many can argue that a dedicated specialist service provider, operating under the onus of sensible SLA, cannot deliver a better service than their own, perhaps overstretched, IT department?

Whatever parameters guided your original choices, 'Murphy' will do his best to ensure these parameters change. Business expansion; new branches; technology changes; even mergers and acquisitions. Whatever the cause, Vitæ's delivery options leave you with room to manoeuvre and replan.

---

## Vitæ ...application delivery the way *YOU* choose

---

### The Rent, Lease, or Buy Debate

Capital; Cashflow; Taxation; Re-investment programs; state of the economy; etc.etc. A host of influences can govern the choice of procurement method. Startup companies may favour leasing to minimise capital drain but which lease? A conventional 3+33 lease? ...a stepped lease? ...a low-start lease? ...a Sale and leaseback to incorporate existing hardware? What about intangibles? Change management demands may create temporary loads where rental options can be the right answer. Profit, re-investment and taxation circumstances can govern whether you may need to see costs charged to the P&L or On Balance Sheet.

Whatever your needs, Rental migrating to Lease; Low-start Lease; Technology refresh; 1 week up to 5 years to buy; etc. they can probably be accommodated.

Change management engineered in!

### Complete Business Solutions

Successful business solutions rarely consist of just a product procurement.

Uploading data from legacy systems; hardware needs; change management; staff training; redesign of business processes; new reporting needs; development and testing of new automated workflows needed from day one; integration with other applications like payroll, billing, automated timesheet processing; or a host of other requirements, both tangible and intangible, are just some of the possibilities in the mix for a successful business recipe.

Of only one thing may you be certain. Speedy return on investment may demand quick and complete implementation ...but any gains are slower to accrue! In other words, the highest cost will always fall at a time when the business can least justify it.

Thus it is the combination of experienced project planning, change management control, and system integration services, with flexible financing and application delivery choices that makes the vital key to success.

Vitæ and the VITÆ team stand ready to help on all counts!

For further information contact your Vitæ account manager or <mailto:sales@srmvitae.com>.