

# The Burger Consumption

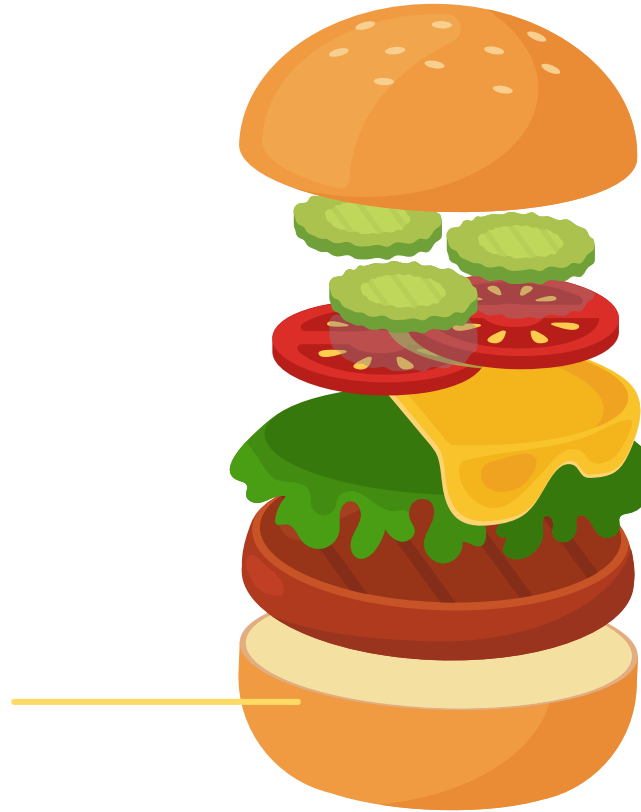
October 2024

# ***Consumption – The Operational Burger that satisfies your hunger***

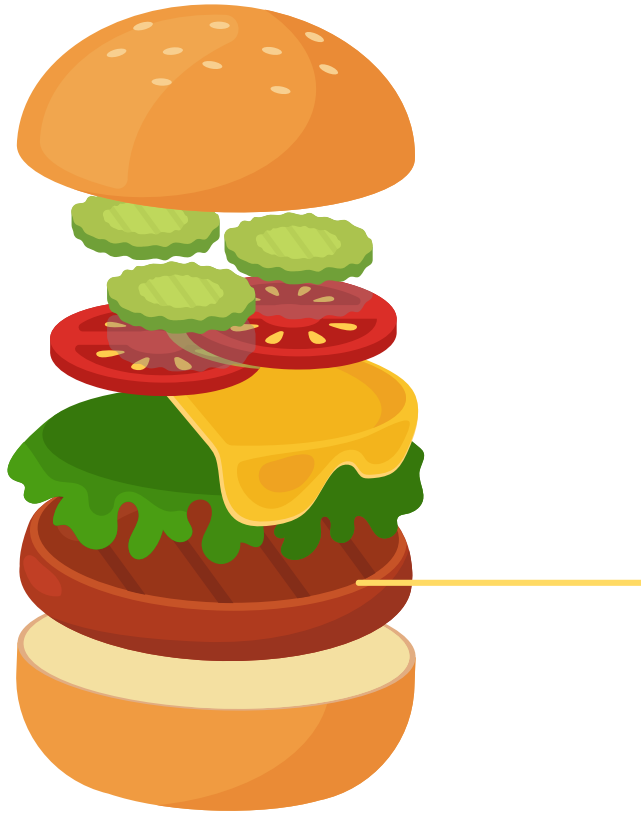
Advizex has been at the front of the demand for “As a Service Offerings” from a variety of vendors, Dell, HP, Pure and Nutanix.

This offering dovetailed with the needs of two of our Utility customers, Morristown Utilities and Newport Utilities. Both had refreshes of key data center infrastructure and budget constraints that would prevent them from doing what they wanted.

This is the bottom bun of our Consumption model: Need for an alternative to a capital purchase.



# *Technical Requirements – The Patty of a Consumption Solution*

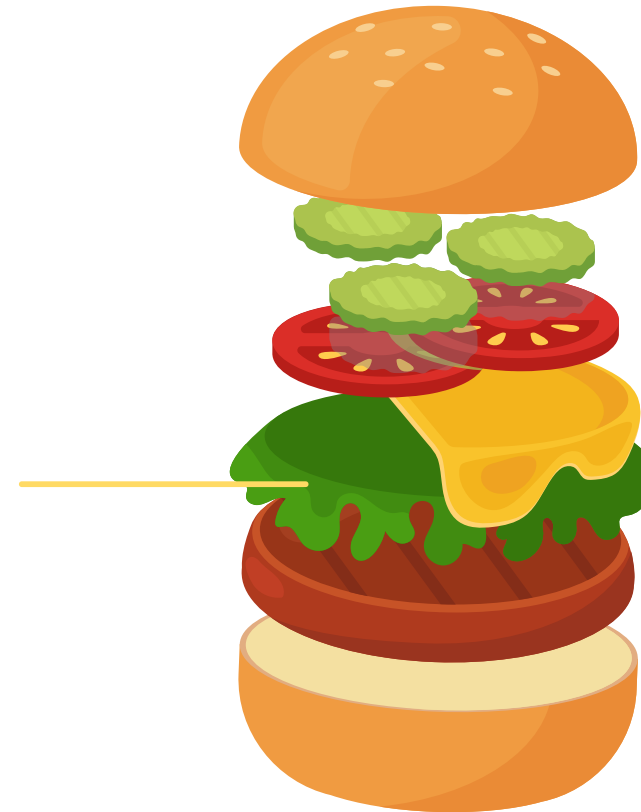


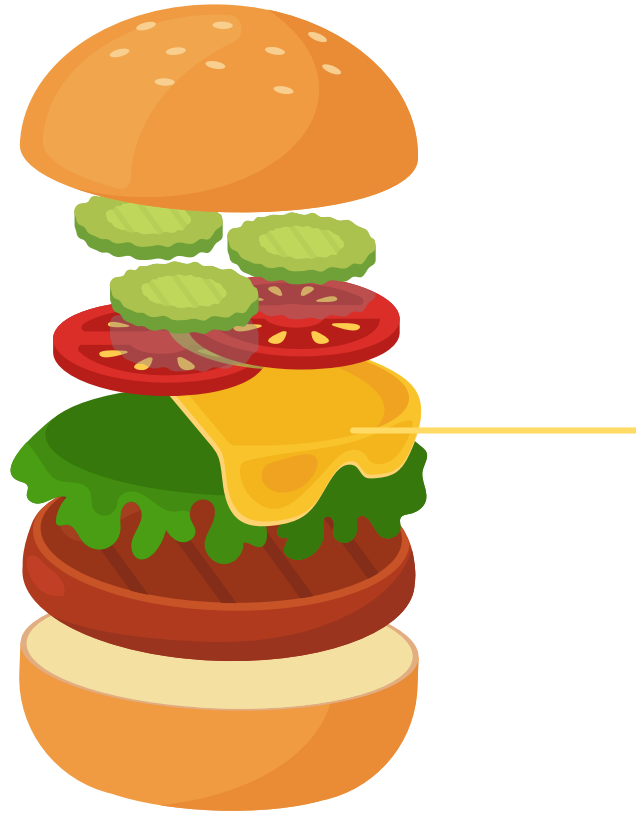
Morristown and Newport had specific storage and server requirements that the consumption model had to meet.

- Using their current environment as a foundation, pulling analytics of past growth and future estimates, we were able to calculate what the solution for each environment should look like.
- The solutions we designed were 5-year solutions for each utility, customized to meet their specific needs.

## ***Lettuce - Justification for a conversion to FOD***

Once a company has converted to the FOD model, they no longer have to budget large amounts of capital for refreshes. At the end of every FOD contract, a new solution can be put in place and continue using the operational model.





## ***Cheese - IT Advantages of FOD***

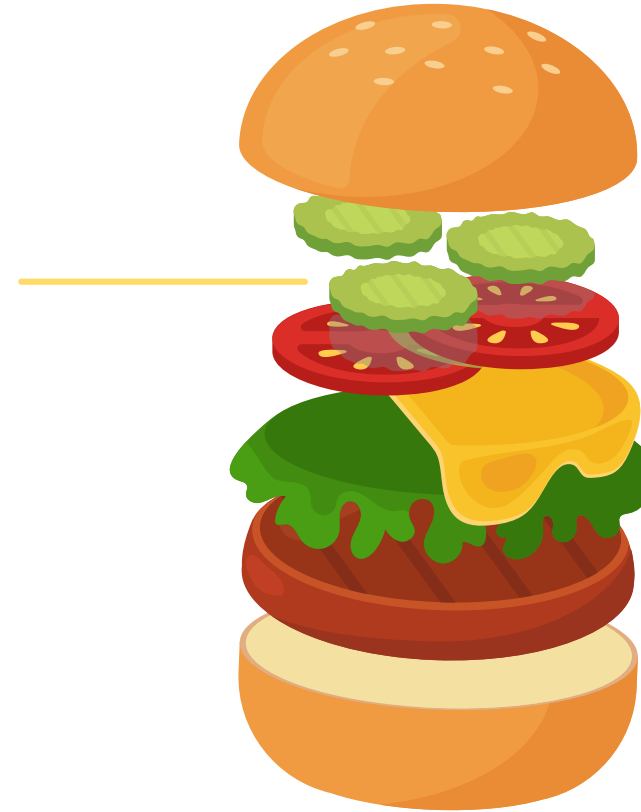
The Consumption model allows for growth without speculation on what is needed on the front end, growth is part of the solution and the price for growth is calculated up front. It is locked in

It provides an opportunity for an advanced solution that the customer cannot typically afford with a normal capital budget cycle.

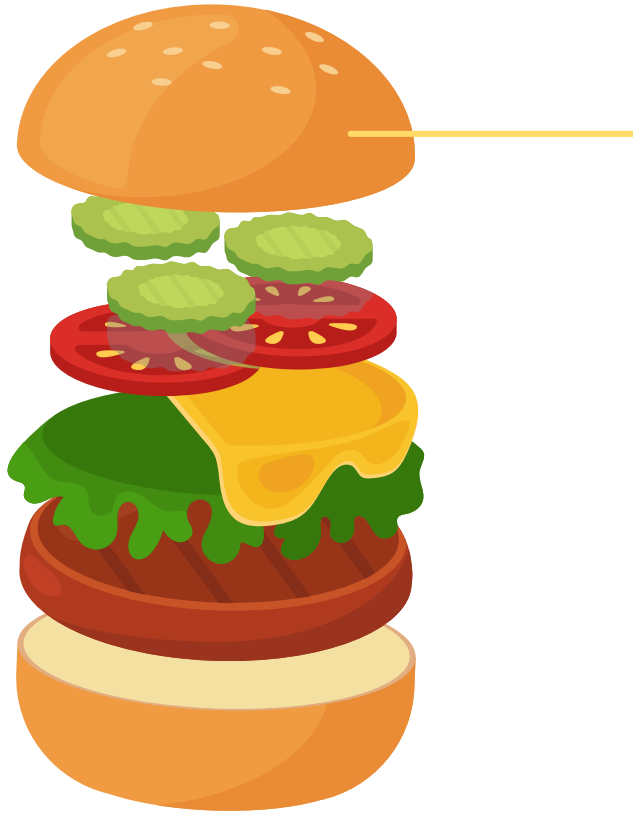
It lets IT address problems now instead of kicking them down the road.

# *Pickles, Onion, and Tomatoes - Personalize your solution to fit your needs*

- Consumption can be implemented for as short a term as a single year or as long as 5 years.
- If a strategic acquisition occurs, you can easily scale or begin a new agreement that will satisfy the new requirements.
- When unplanned growth occurs and you surpass the 80% threshold of the agreement, new equipment is added to the footprint to satisfy the new requirements.
- You can easily separate projects for different budgets with this consumption model.
- Professional services, management, and monitoring can be layered on top of any consumption contract and be a part of your monthly bill.



# *Top Bun - Executive Financial Advantage*



A Consumption model lets the C-suite use capital budget dollars for other needs thereby stretching their budget and allowing them to maximize it. They can do more in a shorter period of time because of FOD.

In short, more IT projects are able to be addressed if you are using operational dollars.

The time frame for completing projects is compressed to a shorter window.

Better solutions are able to be purchased because the discounting is better with a consumption model. The manufacturers would prefer to receive revenue on a monthly subscription type basis.



# THANK YOU

Contact Tim Sharp and Tim Krause at Advizex to learn how Consumption can work for you!

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Don't forget to visit us at our booth in the Vendor area.

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