



Sponsored by: **Avanade**

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Business Value Highlights

433%

Five-year ROI

\$5

in benefits for every
\$1 invested

10 month

payback period

\$6.38M

additional revenue
per organization

50%

faster application
development

82%

less staff time for
cloud migrations

45%

more efficient core
IT operations

65%

less unplanned
downtime

Using Avanade's Managed Services to Unlock Business Value

EXECUTIVE SUMMARY

IT organizations are increasingly being called upon to leverage digital technologies to support and drive their business operations. This requires agile innovation at the speed necessary to meet demand from their customers and increasingly digital workforces. As a result, many turn to third-party partners for the skills, expertise, and knowledge required to generate value through deeper integration of digital technologies into their business applications, customer-facing services, business processes, and IT operations.

An IDC analysis demonstrates that organizations capture significant value from having Avanade serve as a trusted managed services partner. To understand the impact of supporting IT and business operations with Avanade managed services, IDC conducted independent interviews covering various qualitative and quantitative questions regarding the impact on Avanade clients' IT and business operations. Based on these interviews, IDC projects that these organizations will realize an average five-year return on investment (ROI) of 433% from their Avanade engagements. In addition, these organizations will capture \$6.38 million of additional revenue per year in improved business results and reduced impact of downtime; with a 20% operating margin applied to this higher revenue, the average annual increase in operating margin for these organizations is \$1.28 million. As this study shows, benefits from Avanade's support are increasingly being achieved through improved business and operational performance, in addition to continued strong efficiencies for IT organizations. IDC's analysis shows that having Avanade's support:

- » Enables the timely delivery of innovative and value-generating applications and services that drive higher revenue and increased productivity levels for digital workforces
- » Provides the expertise needed to migrate mission-critical business applications to the cloud to benefit from efficiencies and agility
- » Maximizes IT staff efficiency and productivity levels
- » Ensures the reliability of the most important business applications and services, thereby limiting the impact of outages on employee productivity and business results.