

## See what we see

Intelligent insight, on demand



To learn more about us and our solutions, call **0141 229 7580** e-mail: [info@sumerian.com](mailto:info@sumerian.com) or visit [sumerian.com](http://sumerian.com)

**Glasgow**

19 Blythswood Square  
Glasgow  
G2 4BG  
T: +44 (0) 141 229 7580

**Edinburgh**

Hobart House  
80 Hanover Street  
Edinburgh EH2 1EL  
T: +44 (0) 131 226 9300

**London**

60 Cannon Street  
London  
EC4N 6NP  
T: +44 (0) 20 7002 1070





## The need for smarter IT decisions

We all know that to make good decisions we should base our reasoning on the best facts available. But when it comes to taking decisions about the future of your IT, increasing complexity, high levels of change and a lack of visibility are making it harder than ever to drive smart decisions.

So how do you balance resources, keep pace with change, and deliver business growth and efficiency without blowing the budget or introducing unwelcome risk?

That's where our game-changing, analytical approach comes in. At Sumerian, we've concentrated our talents on developing a pioneering service that combines software-based analytics with human expertise. Partnered with the power of your data, our analytics solutions provide the insight you need to make better, faster decisions.



## Why an analytical approach succeeds

It's not easy managing today's enterprise IT – data-intensive, highly complex environments where costs are tight and change is pervasive. To gain control, it's critical to understand the dynamics between IT supply and business demand. Best guesses simply don't cut it anymore. Our analytical approach gives you the facts – based on your own data – to make smart, effective decisions.

### Transparency

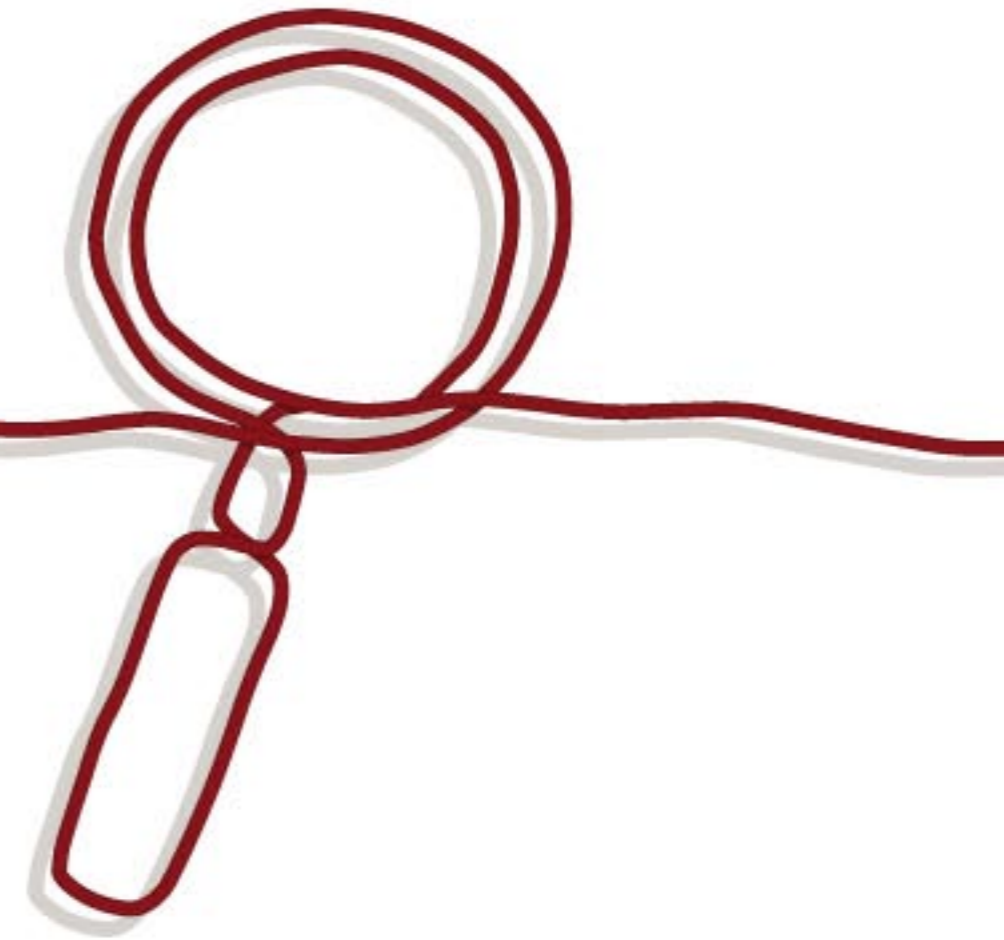
With today's globally diverse, multi-layered architectures – aligning IT services to meet the continuing needs of the business has never been harder. Our analytical approach delivers visibility and understanding into complex environments and their interdependencies – cutting through the complexity with powerful statistical modelling and quantified recommendations.

### Accurately align IT to business performance

When millisecond delays in processing could make the difference between success or failure in high risk, high value environments, it's essential for IT teams to provision resources accurately to match business demand. With our reporting you will be armed with a newfound insight about the performance of business-impacting services, enabling you to optimise your resources to best support the business.

### Leverage IT resources effectively

In fast-paced, competitive business markets where change is ever present, siloed information from applications, domains and service providers only go to cloud an already complex picture. Instead, our reporting connects the dots across all tiers of the organisation. Resources can be effectively weighed and managed – de-risking decisions and leveraging resources for the best gains.



## What we do and why we're different

Put simply, we supply today's IT professionals with the insight to make better, faster decisions and align IT accurately to drive business performance. We're different, and different is good.

Our fresh approach combines software-based analytics with human intelligence, giving savvy IT leaders the information they need to deliver efficiencies and business growth.

We work with leading players across several sectors – high profile innovators with global reach, who use our insight to stay ahead of their competition. We provide the transparency and decision making framework they need to optimise existing IT investments and maximise future opportunities.

The way we deliver our services is different too.

We provide our analytics as a monthly subscription service – with no upfront investment or deployment impact. Because we're always plugged in, we keep up to speed on what's important to you. Our recommendations are fully independent, to the point, and always relevant to your organisation's priorities.

### Light touch, low risk, fast results

There's no lengthy integration or software to install. Instead, our low touch deployment ensures we deliver tangible results fast – in as little as 6 weeks.

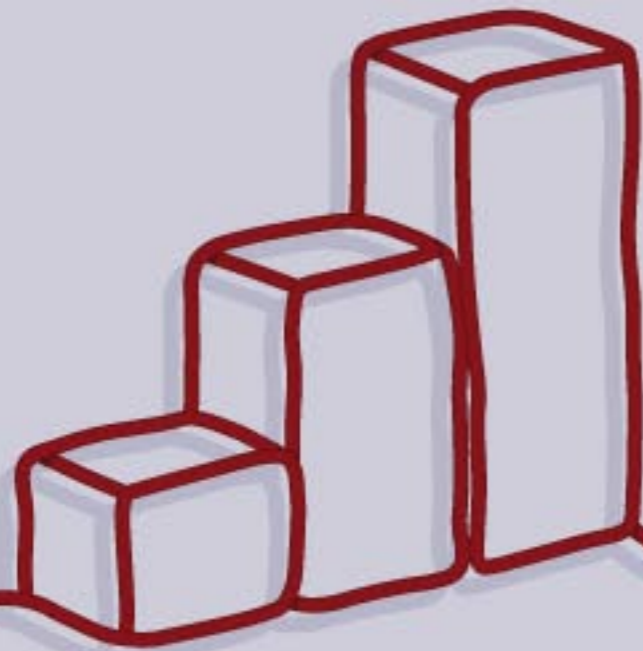
### Always relevant, never out of date

Our service is very flexible and easy to re-align. We keep pace with your changing environment and business needs.

### On-demand answers

Accurate, repeatable analysis and expert recommendations at your fingertips.





## How our services work

Central to our service is respect. We know that you're the experts on your business. So we don't walk in with any preconceived notions. Instead, our service brings a different capability to your organisation: the ability to mine, model and analyse vast quantities of data on an ongoing basis. We've invested over 8 years in the IP that enables us to do rapid, repeatable, accurate modelling and analysis, so we can deliver our clients world class reporting and recommendations, on demand.

Our approach connects and relates layers of systems and business data that already exist within organisations – from low-level infrastructure components right up to business processes, transactions and the end-user experience – to make the relationships between them tangible and quantifiable. Mining these data relationships, our statistical modelling and expert analysis delivers fast, quantified insight to inform a wide spectrum of your IT and business challenges.



## Our approach

We follow a pragmatic set of steps to create the insight we deliver:

### Capture

Using our pragmatic data collection techniques we continually capture granular data in its raw form from across your IT environment and business landscape – maintaining a dynamic, end-to-end representation of your environment.

### Model

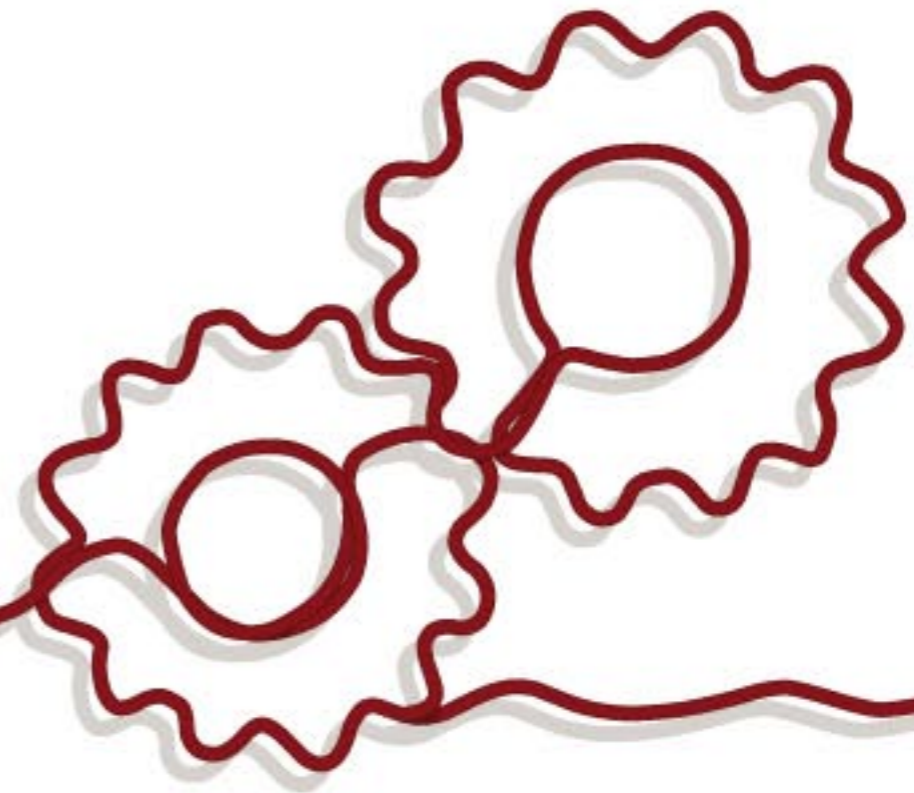
Fed by your data and using our extensive suite of tools and statistical modelling techniques, we maintain an accurate model of your environment, correlating all relevant aspects of IT – capacity, performance, consumption and cost – to business demand and activity.

### Analyse

We analyse your environment intelligently, using ground breaking automated analysers and expert analyst interpretation, running multiple “what if?” scenarios to inform the decision making process. We employ a diverse range of analysts, statisticians, mathematical modellers and economists, all of whom bring a fresh perspective to our insight.

### Inform

We deliver our analysis findings and recommendations in a format and frequency that works for you. Our insight is delivered using a variety of innovative reporting methods, including a tailored Web portal featuring cutting-edge visualisations to direct dialogue with our analysts.



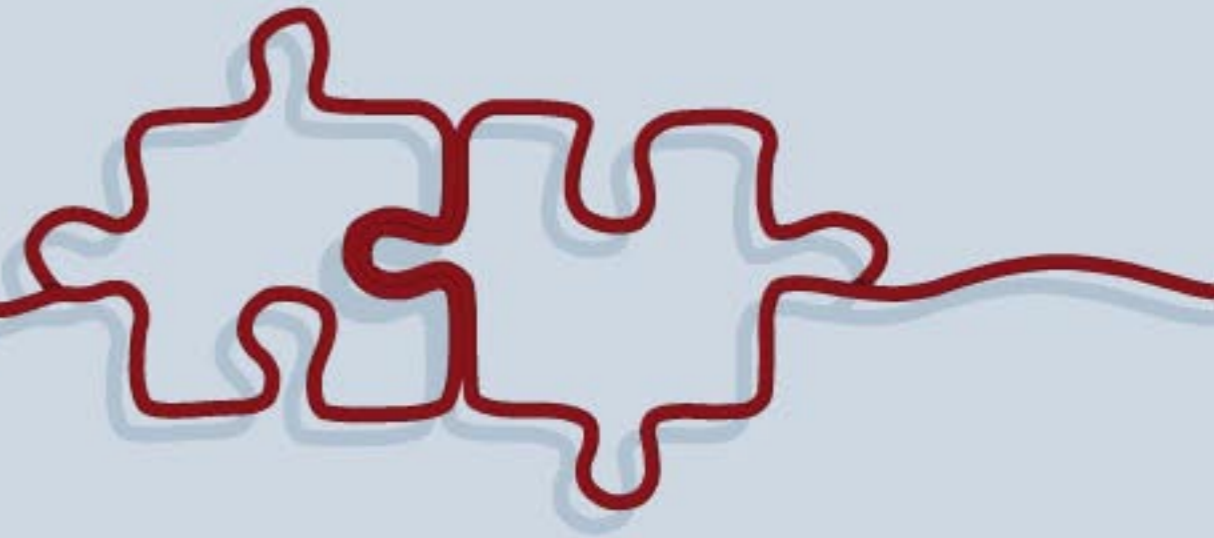
## Sumerian IQ – solutions targeted to your needs

IQ by name, smart by nature. Whether you're representing the IT or business side of your organisation, involved in application support or infrastructure focussed, our flexible IQ solutions are a low-risk, high-value way for your teams to gain access to advanced visibility and insight.

Within our solution framework we have a broad range of capabilities that can be applied to a number of complex challenges. Whatever your level of IT operational maturity or business focus, we work with you to identify the right mix of analytics to solve your particular challenges. And as your challenges change, we adapt our analytics mix.

Armed with our intelligent insight you can answer questions which, although key to aligning IT to deliver value for the business, traditionally go unanswered, such as:

- What is the current demand on our key applications? And do we have sufficient IT capacity to meet growth targets?
- What trading volumes can we currently support and what will the impact be of a change in the trading mix?
- How can we be sure changes to our e-commerce infrastructure won't impact the end user experience?
- How do we know whether we are getting value for money from our outsourced communications service?



## Tangible results, real value

We have a proven track record of delivering tangible value to a growing number of world leading organisations. Some of our recent successes include:

- Taking just 12 weeks from a standing start to quantified results, we helped a global US investment bank who wished to grow its FX Flow business to optimise capacity and reduce latency by over 75%, with no extra investment required.
- From our initial workshop, within 8 weeks we enabled a global investment bank to take decisive action to optimise capacity and de-risk change for its business critical pricing and risk service. Based on our analysis to date, the bank has already improved processing capacity by 40% with no additional hardware investment, and identified an optimal investment strategy to further increase capacity to 80% above current levels.
- In a partnership spanning the last 7 years, we've helped one of the world's leading professional services companies to gain an advanced understanding and visibility into their outsourced IT services, aligning resources effectively and optimising IT for maximum business gain. From understanding the impact of large-scale change for a pan-European merger, to consolidating and rightsizing datacentre resources (from 11 to 2), to achieving the most favourable, cost-effective tariff arrangements for its communication needs.

