



TBM CONFERENCE 2014

# PECHAKUCHA

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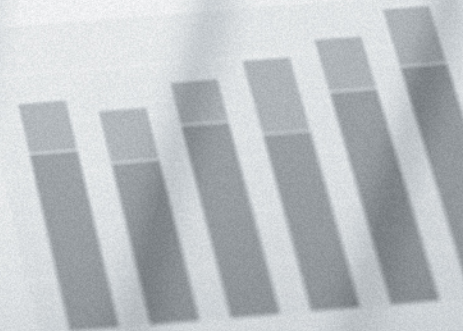
## Jodi Hunter

COMERICA



# Comerica's Application Rationalization Reports

## MARKET ANALYZING



Comerica Bank

Information Services

agility



# Application TCO Efforts (pre-TBM)



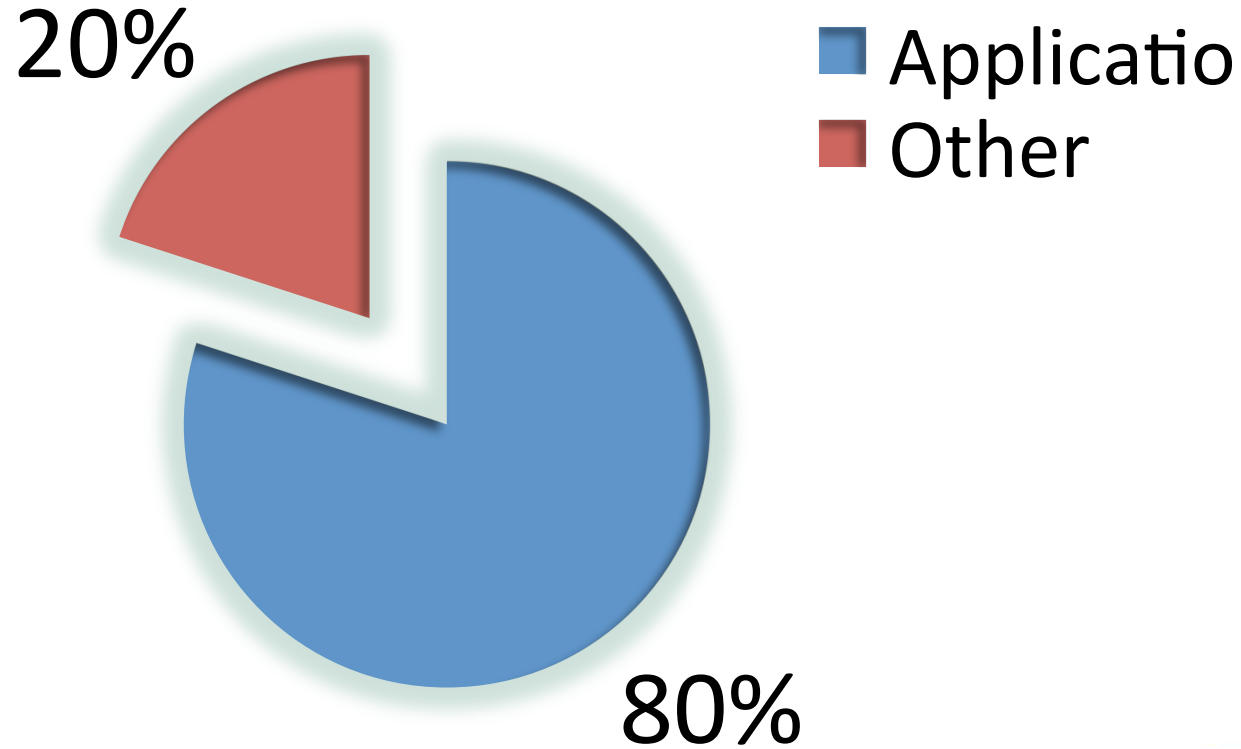


# Application TCO Efforts with TBM





## IT Budget is 80% Application Expense





# IT Service Owner Collection of Reports

## IT Management



- Understand the operating cost of IT Services and Resources
- Identify the source of spend variance to plan
- Automate analysis of IT staffing efficiency

## IT Finance



- Drive awareness of the cost of technology services
- Provide defensible cost allocations
- Manage your IT financial plan

## IT Service Owner



- Understand Application cost, quality, and value
- Rationalize your Application Portfolio
- Right size Application Infrastructure



# Application TCO by Business Unit

Summary

## Application Cost Overview

Application Name	Application ID	Cost YTD ▾	Current Period Cost	Fixed	Variable	User Count	User Unit Cost
Business Bank	001	\$1,200,000	\$1,200,000	\$1,000,000	\$200,000	100,000	\$12.00
Corporate	002	\$800,000	\$800,000	\$600,000	\$200,000	80,000	\$10.00
Credit	003	\$500,000	\$500,000	\$400,000	\$100,000	50,000	\$10.00
Retail	004	\$300,000	\$300,000	\$200,000	\$100,000	30,000	\$10.00
Service Company	005	\$200,000	\$200,000	\$150,000	\$50,000	20,000	\$10.00
Wealth Management	006	\$100,000	\$100,000	\$80,000	\$20,000	10,000	\$10.00

### Slice by Client Division



Business Bank

Corporate

Credit

Retail

Service Company

Wealth Management



# TCO for Retired Applications

Summary

## Application Cost Overview

Application Name	Application ID	Cost YTD	Current Period Cost	Fixed	Variable	User Count	User Unit Cost
Application 1	1	100	100	100	100	100	100
Application 2	2	200	200	200	200	200	200
Application 3	3	300	300	300	300	300	300
Application 4	4	400	400	400	400	400	400
Application 5	5	500	500	500	500	500	500
Application 6	6	600	600	600	600	600	600
Application 7	7	700	700	700	700	700	700
Application 8	8	800	800	800	800	800	800
Application 9	9	900	900	900	900	900	900
Application 10	10	1000	1000	1000	1000	1000	1000

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### Slice by Client Division

**Business Bank**

**Corporate**

**Retail**

**Service Company**

**Wealth Management**

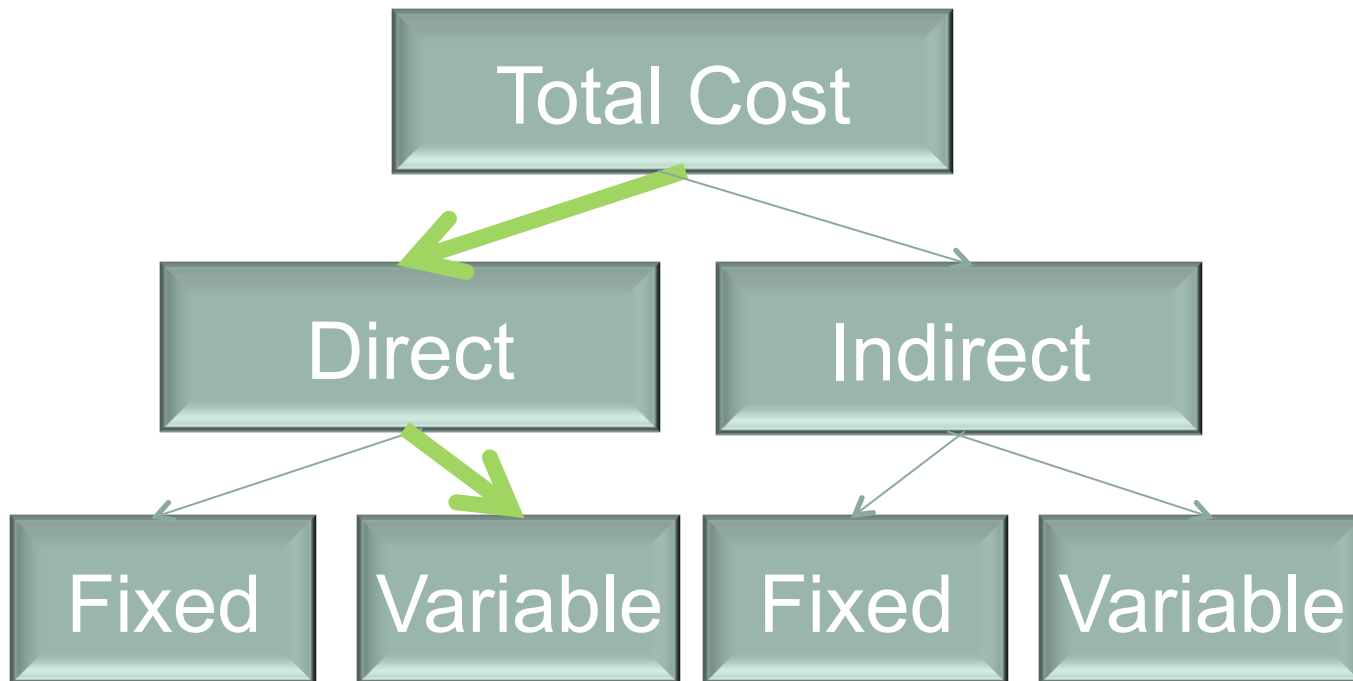
### Slice by Application Lifecycle

**Active**

**Retired**



## Break Down of Total Cost





# Fixed vs Variable Costs

## Chart of Accounts

Fixed Costs:	Variable Costs:
Account Description	Account Description
INTERNAL RENT	ALLOCATED FRINGES
OCCUPANCY	INSURANCE
EQUIPMENT MAINTENANCE AND REPAIR	SALARIES
EQUIPMENT RENTAL	CONTRACT LABOR
OFFICE FURNITURE & EQUIPMENT	LONG TERM DISABILITY
EQUIPMENT DEPRECIATION	CONSULTANT FEES
SOFTWARE DEPRECIATION	DUES AND MEMBERSHIPS
SOFTWARE MAINTENANCE	LEGAL FEES
SOFTWARE RENTAL	UNCAPITALIZED SMALL EQUIP
TRANSPORT	TELECOMM-TELEPHONE
	ENTERTAINMENT AND MEALS
	EMPLOYEE TRAVEL
	CONFERENCE EXPENSE



# Granular Application TCO Details



## Application Cost Analysis

### ▼ Direct vs Indirect Cost

App ID	Detail	App Direct YTD	Server Direct YTD	Mainframe Direct YTD	Total Direct Costs YTD
TRI	<a href="#">Detail</a>	\$1,174,750	\$7,500	\$150	\$1,182,400
ARG	<a href="#">Detail</a>	\$2,000	\$2,000	\$0	\$4,000
AXS	<a href="#">Detail</a>	\$213,750	\$2,500	\$0	\$216,250
EPA	<a href="#">Detail</a>	\$0	\$0	\$0	\$0
TRU	<a href="#">Detail</a>	\$1,750	\$0	\$0	\$1,750
CLO	<a href="#">Detail</a>	\$20,000	\$0	\$0	\$20,000
IEX	<a href="#">Detail</a>	\$262,500	\$0	\$0	\$262,500
CBC	<a href="#">Detail</a>	\$0	\$0	\$0	\$0
DDA	<a href="#">Detail</a>	\$0	\$0	\$0	\$0
HYP	<a href="#">Detail</a>	\$0	\$0	\$0	\$0
HBK	<a href="#">Detail</a>	\$0	\$0	\$0	\$0
BDC	<a href="#">Detail</a>	\$0	\$0	\$0	\$0
CAM	<a href="#">Detail</a>	\$0	\$0	\$0	\$0
CBG	<a href="#">Detail</a>	\$0	\$0	\$0	\$0
LBI	<a href="#">Detail</a>	\$0	\$0	\$0	\$0



# Granular Application TCO Details



▼ Direct vs Indirect

App ID	Detail
TRI	<a href="#">Detail</a>
ARG	<a href="#">Detail</a>
AXS	<a href="#">Detail</a>
EPA	<a href="#">Detail</a>
TRU	<a href="#">Detail</a>
CLO	<a href="#">Detail</a>
IEX	<a href="#">Detail</a>
CBC	<a href="#">Detail</a>
DDA	<a href="#">Detail</a>
HYP	<a href="#">Detail</a>
HBK	<a href="#">Detail</a>
BDC	<a href="#">Detail</a>
CAM	<a href="#">Detail</a>
CBG	<a href="#">Detail</a>
LBI	<a href="#">Detail</a>

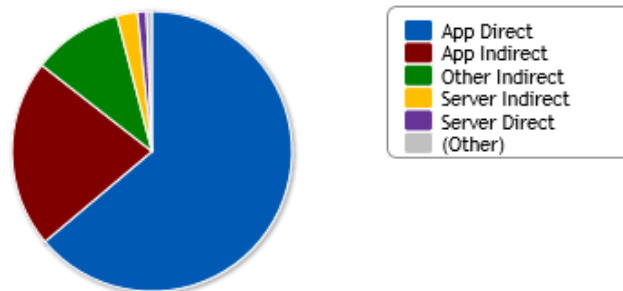
App Indirect YTD	Server Indirect YTD	Mainframe Indirect YTD	Network Indirect YTD	Other Indirect YTD	Total Indirect Costs YTD	Total Costs YTD ▼
TRI	21,140	21,140	21,140	21,140	84,560	21,140
ARG	21,140	21,140	21,140	21,140	84,560	21,140
AXS	21,140	21,140	21,140	21,140	84,560	21,140
EPA	21,140	21,140	21,140	21,140	84,560	21,140
TRU	21,140	21,140	21,140	21,140	84,560	21,140
CLO	21,140	21,140	21,140	21,140	84,560	21,140
IEX	21,140	21,140	21,140	21,140	84,560	21,140
CBC	21,140	21,140	21,140	21,140	84,560	21,140
DDA	21,140	21,140	21,140	21,140	84,560	21,140
HYP	21,140	21,140	21,140	21,140	84,560	21,140
HBK	21,140	21,140	21,140	21,140	84,560	21,140
BDC	21,140	21,140	21,140	21,140	84,560	21,140
CAM	21,140	21,140	21,140	21,140	84,560	21,140
CBG	21,140	21,140	21,140	21,140	84,560	21,140
LBI	21,140	21,140	21,140	21,140	84,560	21,140



# Application Specific Cost Driver Details

## Cost Drivers

The driver summary gives an overview of the components of this unit. Click a driver name to drill down for deeper analysis.

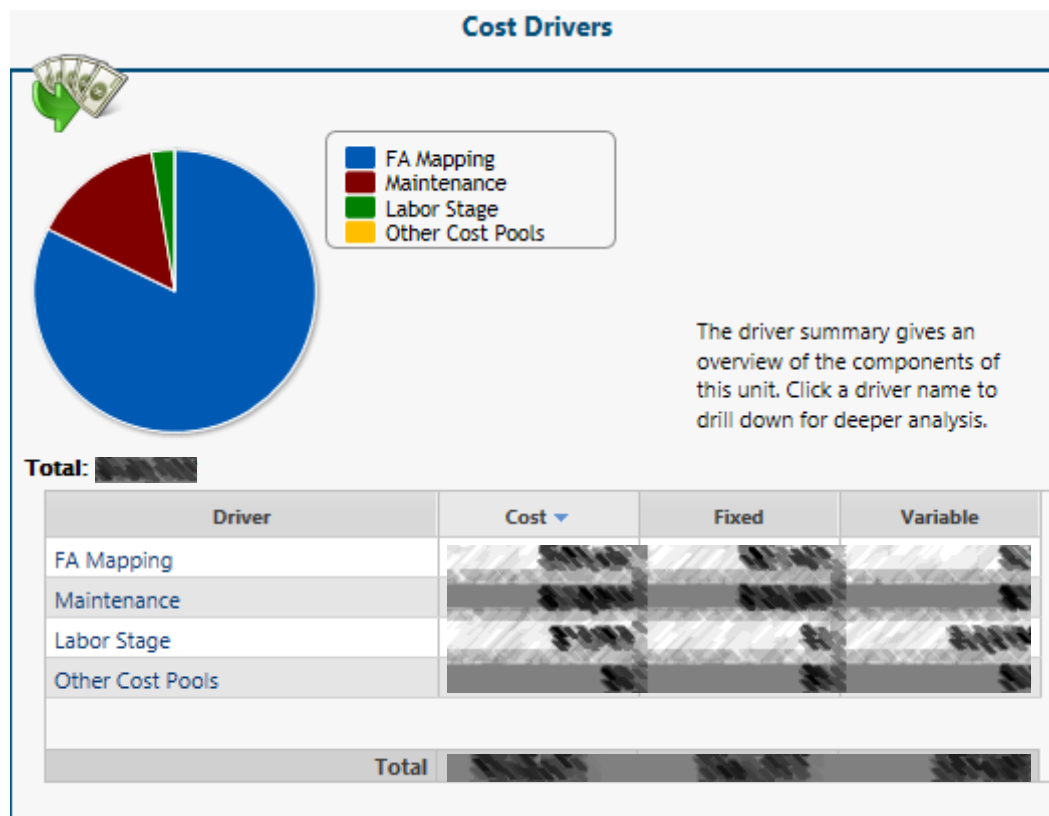


Total: [REDACTED]

Driver	Cost ▾	Fixed	Variable
App Direct	[REDACTED]	[REDACTED]	[REDACTED]
App Indirect	[REDACTED]	[REDACTED]	[REDACTED]
Other Indirect	[REDACTED]	[REDACTED]	[REDACTED]
Server Indirect	[REDACTED]	[REDACTED]	[REDACTED]
Server Direct	[REDACTED]	[REDACTED]	[REDACTED]
Network Indirect	[REDACTED]	[REDACTED]	[REDACTED]
Total	[REDACTED]	[REDACTED]	[REDACTED]



# Application Specific Cost Driver Details





# Application TCO for Low Number of Users

App Indirect YTD	Server Indirect YTD	Mainframe Indirect YTD	Network Indirect YTD	Other Indirect YTD	Total Indirect Costs YTD	Total Costs YTD ▾	Application User Count

## Table Configuration

### Column Picker

☒ Application User Count



### User Count Slider

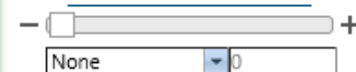
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Less Than ▾ 11




## Application TCO for Low DR Tiers

[illegible]

## Column Picker

☐ Application User Count User Count Slider

Slice by DR Tier





# Application TCO Stack

Business Unit Expense

Operations Area Expense

IT Expense





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