Zione Balance Service

Like so much of life, the successful deployment of information technology is a matter of balancing competing requirements. One of Zione's primary missions, found on our home page, is helping our customers find the optimum balance between increasing QoS and decreasing TCO. We often find ourselves having to weigh the optimum balance between investing money to address a business problem, and the fact that doing so will increase our cost of ownership.

This same need for balance is critically important when weighing many other decisions.

- There is a substantial investment required to deploy the Oracle Database versus deploying PostgreSQL.
    - How do we determine the value Oracle provides in increased security, increased versatility, increased support?

- There is a substantial savings in operating costs we might achieve by moving many of our operations to applications available in a public cloud.
    - How do we differentiate ourselves from our competitors if we lose the customizations possible in our own in-house developed applications?

- We are running on legacy infrastructure in legacy environments, with legacy applications and a lot of people in the organization believe we have saved a lot of money by doing so. Some members of our

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management team that believe we have fallen behind our competitors in terms of QoS and it is having a negative impact on our ability to grow the business and retain customers.

  o   Who can we turn to that can help us weigh the options?

Zione's Balance Service is designed to answer these questions and more. Every day your organization needs to make decisions such as these, and you know that if you ask these questions to an OEM or a VAR their answer is always going to be that whatever they sell is the <u>only</u> answer to your question.

Our Balance Service includes members of our team that each have decades of experience spanning mainframe, client-server, web-application, and cloud. One member of our team has worked for IBM, Microsoft, Oracle, and SAP.

We start every engagement by looking at a customer's IT requirements across a large number of dimensions to determine how it impacts the ability of the business to meet its objectives. The results of the analysis are turned to a road map and an actionable report that management can be used to make the best possible investments in terms of infrastructure, data centers, technology, applications and personnel over 2, 3, and 5 years.