



## IT Cost Optimization

Financial services client was spending 25% above industry peers and was looking to reduce IT spend

### Client Background

1. Client had ~50 branch locations
2. The client had a mix of off-the-shelf and in-house developed applications (ran over 90 business applications)
3. The IT organization was large, with shadow IT support existing in non-IT departments. The operations department had about 30% IT staff, which were embedded in different cost centers

### Client Issue

1. IT spend historically remained above industry benchmarks, and projections indicated that spending levels would increase in the near term due to plans to enhance their online banking technologies.
2. Software and Hardware maintenance, IT procurement and vendor costs were significant drivers of their high IT spend.
3. The company was looking to reduce costs by 2022. Pressure was on the IT to deliver on expected savings

The client engaged **BlueAngle** to review its IT OpEx and identify potential opportunities for savings.



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### BlueAngle Solution

1. Benchmarked IT spend based on a delineated categorization of their major IT spend accounts
2. Determined an optimal technology mix for their business applications portfolio and infrastructure footprint. Prioritized cost savings levers.
3. Developed a two-year roadmap for the client to implement changes in their IT organization
4. Currently executing the roadmap, with potential to reduce the current IT spend by 25% (our solution includes use of **AngleCloud** for select banking processes)

### Value Delivered

1. Identified cost savings opportunities for the client. Opportunities will be realized within a two-year time frame
2. Current implementation could see the client simplify their overall applications portfolio and reduce complexity of their business technology. Additional savings from employee training to be realized
3. The customer has been satisfied with our delivery and continues to engage us for many aspects of their end user support (tier two helpdesk support service)