



Atlantic Decisions Inc.

Cost is a concept with a tenuous relationship to value. A Lotus Notes® infrastructure has a wealth of potential value, but its actual present value to your organization is nothing if it embeds no data or processes. In other words, a system becomes an increasingly valuable asset only through the growth of its data and processes. Data can be easy to find in Notes® because its object structure includes only documents and databases. Angkor counts the unique (non-replica) documents throughout the infrastructure. While counting databases, Angkor excludes those supporting the system (e.g., administrative, help, monitoring).

Complexity in Notes® applications is measured by Angkor's system of relative weights for each design element (down to form formulae, security attributes of a view, and type of agent). Angkor weighs the code (e.g., Lotuscript, Javascript) itself using algorithms that count the numbers of loops, if statements, and similar structures. When applied consistently across all applications in your Lotus Notes® infrastructure, the weights indicate a single value that permits a comparison of complexity between different applications.

Usage is perhaps the most important multiplier of the value found in data and processes. But usage isn't just a case of looking at frequency of use. For instance, a 401(k) retirement plan application may see little usage, but provides great value to the employees and the HR department. To determine the TCO of any such application, you need to consider how widespread the use of the application in an organization is. The deeper the reach outside the core group of users, the greater the diversity of the readers and perhaps contributors. Diversity is a key factor in increasing corporate knowledge casting a wider net increases the chance of catching good ideas.

Value is therefore expressed in terms of cost, complexity, usage, and optionally, satisfaction numbers. The opportunities to increase value will literally appear on the screen, for example:

- Unused applications
- Under-utilized servers
- Simple and popular applications worth upgrading
- High cost centers

Usage = (number of person uses) * (volume of documents)
Value = (complexity) * (usage)

Atlantic Decisions (AD)
was founded in 1995 by
former Lotus employees
involved in Notes®
development since 1988.
Hundreds of software
solutions in the
marketplace include the
professional, creative
engineering of AD and
millions of users
experience daily the
quality of its
deliverables.





Case Study

Customer Summary

- Nationwide operations
- Mission-critical applications without support
- 33,000 databases
- R6 upgrade project stalled
- 150 server records
- Server loads and storage unbalanced
- Aging infrastructure
- Mail costs out of control

At 2 weeks*

- Identified 88 production and test servers
- Uncovered over 1000 "rogue" databases
- Reduced database list to 8600 "core"
- Located 4300 excess mailboxes
- Identified 300GB data storage savings

At 4 weeks*

- R6 upgrade plan
- Database elimination statistics
- Application usage detail
- Server load and mail storage analysis
- Mail cost reduction recommendations

At 8 weeks* - Angkor enabled:

- Identification R4 to R6 migration-specific issues for each application
- Consolidation of servers
- Identification of low value/high cost databases removed from upgrade project
- Significant budgetary savings through recommended mail archive and purge plan
- Relevant foundation of Outsourcing Application RFP

Summary - Overall Impact

- Exceeded projected reductions in databases and total storage
- Provided "Application Management Framework" based on cost, value & usage
- 40% reduction in mail files furnished additional storage and usage savings
- Created "roadmap" for ND6 upgrade



"We could have
acquired this data
without Angkor, but
it would have taken
a year, and at an
unacceptable cost.
With this tool, and
AD's analysis, we
can make some real
changes."

* Time frames may be different based on the size of infrastructure

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