

COST ALLOCATION

/// VIDEO TRANSCRIPT



Abstract: An actor-based video scenario illustrating EDS' networking services expertise in helping financial services clients handle cost allocation.

Managing Director, Bank Network Services: We're in the middle of another huge merger, and we're already behind schedule in bringing our latest acquisition online. I run the network for our bank, and our operating costs just keep going up. Do you have last month's financials for Northern Europe? Good; in a minute. We need to be able to align investment to business performance, and to see what we're actually paying for. Transparency on costs for circuits and minutes, telecom usage branch by branch. Why is this so difficult, right? With our system, it's impossible to make informed decisions. We can't see our expenses and how they're tied to each line of business. I want costs down. Part of the answer is building an infrastructure using new technologies that are more efficient, like moving off frame relay to an MPLS infrastructure, with no disruption to our daily business. We simply cannot afford for the network to go down; we can't do business without it. Who can help me with that?

EDS Representative: At EDS, we can make it happen, moving you to a chargeback billing system (*Super: Chargeback Billing*) that's aligned to what your business units actually use. That means complete visibility into your network assets, right down to the end user, for improved asset utilization. (*Super: Improved Asset Utilization*) We can typically save you 15 to 20 percent up front (*Super: Upfront and Ongoing Savings*) by getting rid of assets you don't use anymore. We can also give you ongoing savings through better inventory control, maximizing your investment, (*Super: Maximizing Return on Your Investment*) all so you can get back to business. Behind your success, there's EDS.

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