

# The best of both worlds: IT as a problem solver

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NCSL Legislative Summit 2011



# Technology CEO Council: Washington can save \$1 trillion



“The Technology CEO Council, presented to policymakers a proposal for how the federal government can save \$1 trillion over the next decade.” – Michael Dell and Sam Palmisano

Technology CEO Council  
Whitepaper: \$1 Trillion Reasons

Government can dramatically  
reduce spending and improve its  
level of service to citizens

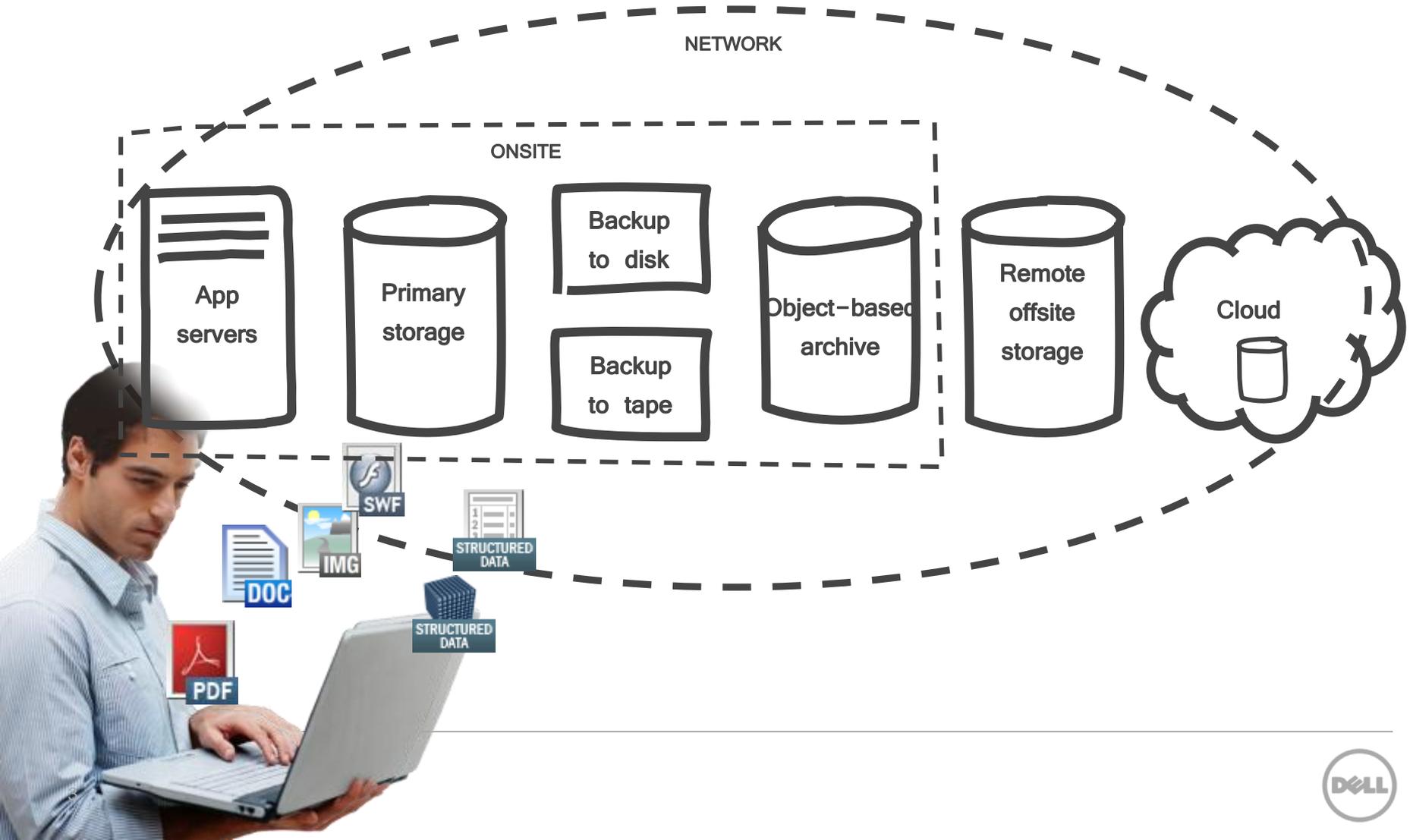
Technology industry is eager to  
help government address the  
deficit problem

This approach has worked in both  
the public and the private sector



# Delivering the TCC vision

Consolidation is achieved through seamless, automated, optimized data movement across the infrastructure



# Cost cutting through efficient IT

## Consolidation of IT infrastructure

- Government organizations that have moved to cloud normally achieve 25-50% savings
- Gartner: virtualization, data center consolidation and cooling technology can reduce cost by 20-30%
- FED Gov't spends \$76B to support dispersed IT assets; 20-30% cut through consolidation

## Move to shared services

- Gov't-focused studies in the UK suggest 20-30% savings achievable by moving to shared services platform
- Through facilities rationalization, organizations can reduce IT-related energy costs by 25%
- Consolidating 26 FED payroll systems to 4; EPA saved \$3.2M/yr; DHHS saved \$11M/yr



# Where it's working

**Gaston County, NC saved \$500,000 by consolidating its storage**

**St. Petersburg, FL saved \$150,000 in its first year through virtualizing its desktops**

**The State of Delaware consolidated email servers resulting in 20% TCO savings**

**Plant City, FL reduced analysis time for digital evidence from 12-14 months to 4-5 days**



**“If there was a time to truly reform our approach to governance and streamline our organization it is now”**

- Texas Governor Rick Perry  
State of the State address  
February 11, 2011



# What's next...



Doing more with less



Viewing IT as a tool to solve complicated problems



Better, more transparent service

“Information technology should enable government to better serve the American people”

Vivek Kundra  
U.S. Chief Information Officer  
25 point implementation plan to reform federal information technology management. Dec. 9, 2010



A group of four business professionals (three men and one woman) are gathered around a whiteboard in a meeting. One man in the foreground is pointing at the whiteboard with a white marker. The others are looking on with interest. The whiteboard has some faint lines and a small diagram on it. The overall scene is brightly lit and professional.

Working WITH your IT to

**Cut Costs**

