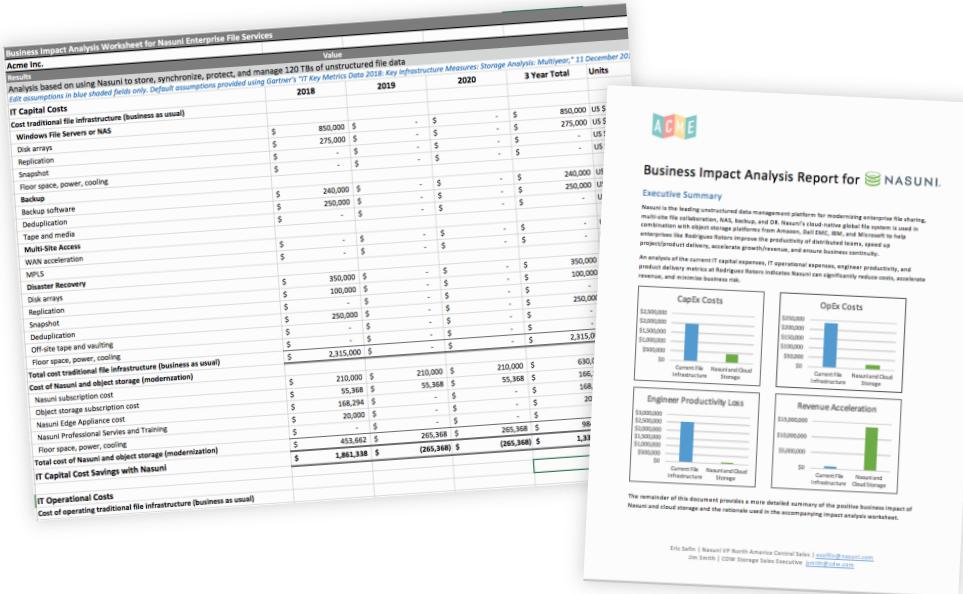Data Sheet

Nasuni Business Value Assessment

Understand your current file infrastructure costs and the Nasuni impact.

Overview

The Nasuni Business Value Assessment is a complimentary service for enterprises that want to understand the cost savings and benefits that can be achieved by refreshing traditional file infrastructure with a modern global file system coupled with public or private cloud object storage.

The output of the assessment is an impact analysis report showing the projected cost savings and business value along with a detailed spreadsheet that IT and line of business managers can customize to further refine assumptions and costs.

A spreadsheet (left) calculating your costs is provided with the assessment. All formulas are built with names and comments, so you can understand the logic and adjust the assumptions to accurately reflect your business.

An accompanying impact analysis report (right) summarizes the key findings for your executives.

Methodology

The assessment is based on a model made popular by Alinean, a consulting company started by former Gartner analysts to help IT professionals quantify the business value of new IT products and services. It compares the current state – business as usual – against the projected state – modernization with the new solution – in various categories to show the cost differences and expected savings.

The Nasuni Business Value Assessment uses an assumptions section prepopulated with data from Gartner research, previously completed assessments, and interviews with IT and business managers to automatically calculate ROI and business value in 4 categories:

- **IT Capital Costs.** Compares the cost of traditional file infrastructure – production file storage (Windows file servers, NAS, snapshot, replication), disaster recovery file storage, backup, and multi-site access (MPLS, WAN acceleration) – to the costs of Nasuni and object storage.

- **IT Operational Costs.** Compares the IT time and resources required to operate traditional file infrastructure – managing file servers, volumes, and shares; managing backup and replication; responding to out-of-space requests from users; configuring and managing WAN acceleration and remote access tools; upgrading and migrating data to new file servers; restoring files from backups to meet recovery demands; configuring and testing DR sites – to the operational costs of Nasuni and object storage.

- **Business Productivity and Revenue.** Compares the cost of workforce inefficiencies and revenue impact with traditional file infrastructure – file server out-of-space issues; file recovery wait times; file transfer delays; file sync wait times; data loss from Ransomware and malware attacks; long file open times; file server downtime; and more – to the new state with Nasuni and object storage.

- **Business Continuity.** Compares the risk to business continuity with traditional file infrastructure – lost worker productivity and revenue due to a minor incident at a single site or a major incident affecting all sites – to the risk with Nasuni and object storage.

What's Included

The Nasuni Business Value Assessment includes:

- Default assumptions based on Gartner research and a rollup of previously completed assessments

- IT stakeholder interview to collect capital and operational costs of current file infrastructure.

- Business stakeholder interview to assess productivity and revenue impact of current file infrastructure.

- Microsoft Excel spreadsheet that compares the current state (business as usual) to the proposed state (modernization with Nasuni and object storage).

- Microsoft Word executive summary document detailing the results.

Scheduling Your Assessment

All that's needed to ensure an accurate assessment are two short interviews, one with an IT professional who has a strong knowledge of the current file infrastructure and its costs, and one with a line of business manager who has a good understanding of how unstructured data impacts the business.

Assessment Details

Process	Deliverables
30-minute interview with IT stakeholder	Impact analysis spreadsheet (Excel)
30-minute interview with business stakeholder	Impact analysis summary report (Word)

About Nasuni

Nasuni enables enterprises to store and synchronize files across all locations at any scale. Powered by the Nasuni UniFS® global file system, Nasuni file services stores unstructured data in object storage from providers such as Amazon, Dell EMC, IBM, and Microsoft, while caching actively used data wherever it is needed – on-premises or in the cloud – for high performance access. By using Nasuni to collaborate on files across multiple sites and consolidate Network Attached Storage (NAS) and remote office file servers, customers maximize workforce productivity while reducing IT cost and complexity.