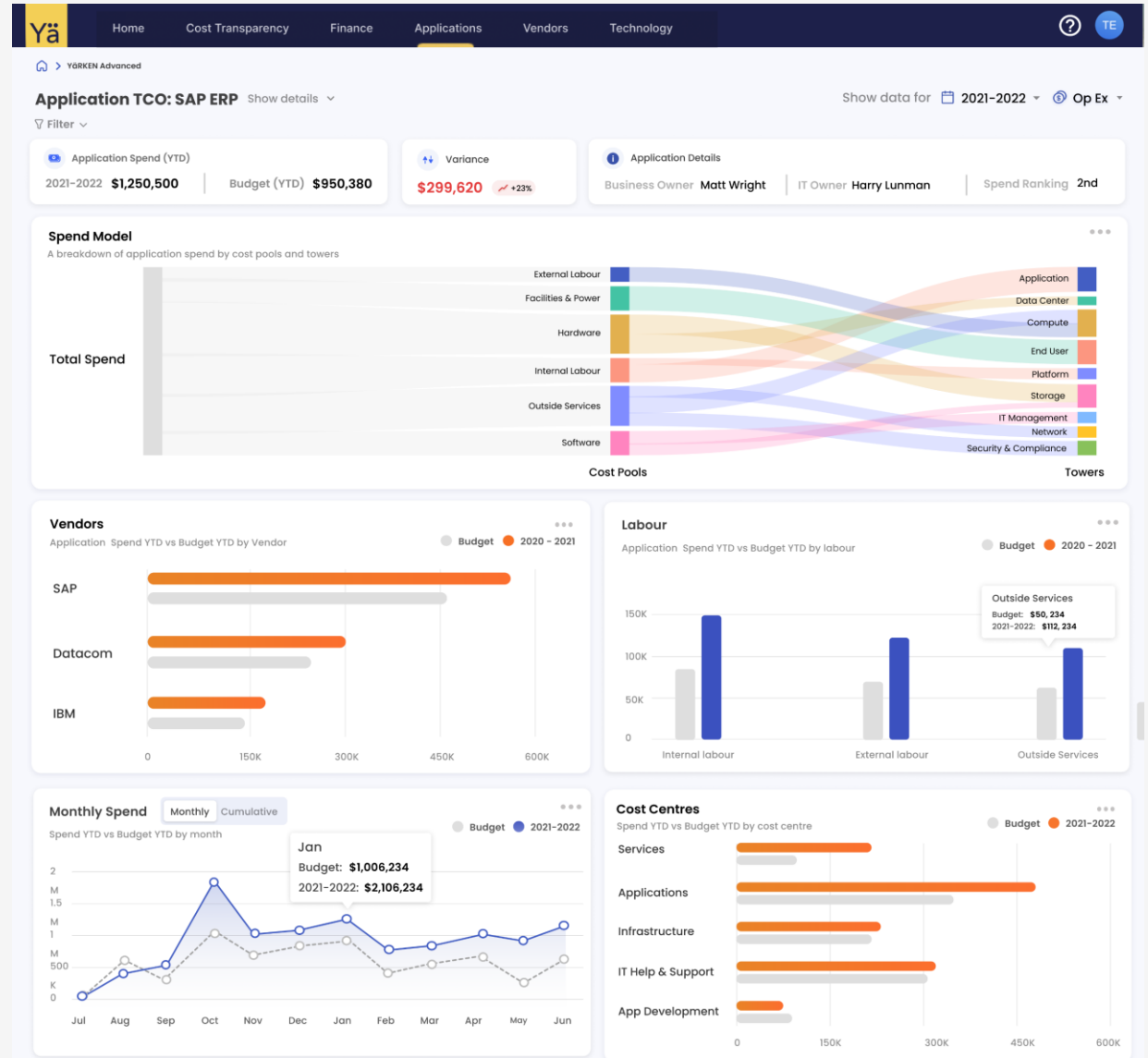# Proof of Value

# App TCO

# Proof of Value – App TCO Objectives

- **Usecase**: How much does it cost to ***Run*** your app?

- Achieve a breakdown on App cost drivers by labour, infrastructure, consultants, cloud etc.

- Provide a defensible data model to share with your key stakeholders of *application run* costs.

- The Yarken App TCO usecase provides a directional view of spend using a global industry (TBM) standard taxonomy for IT.
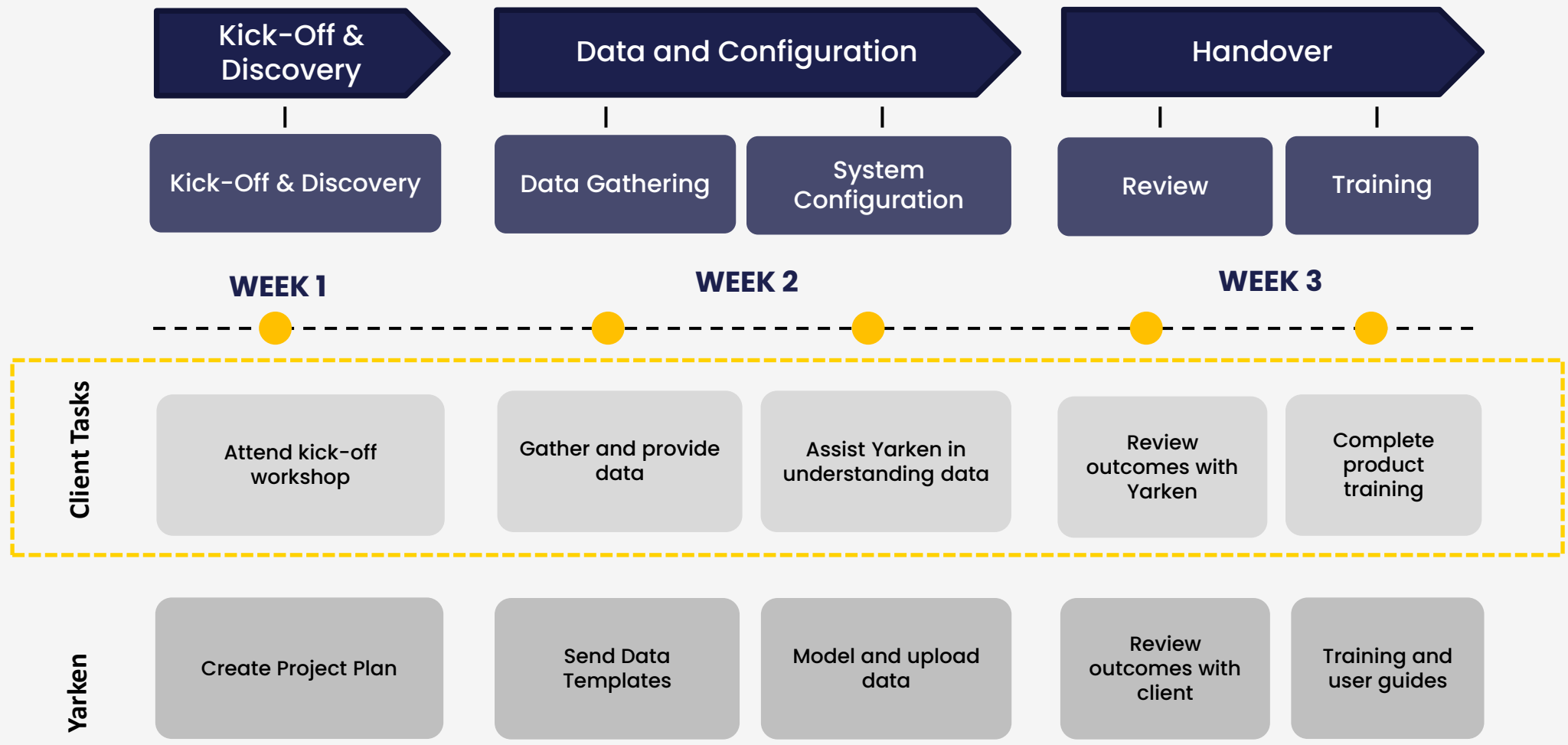
# Step 1 – Data Inputs

| | Section | Data Source | Scenarios | Notes |
|---|---|---|---|---|
| 1. | Actual Expenditure | • GL Transactions (12 months or 24 months)<br>• Vendor List | Actuals can be split by vendor spend and the finance and business layer of cost pools/towers. | Mandatory |
| 2. | Invoice & Contracts | • Invoice list<br>• Purchase Order list<br>• Contract list | | (Optional for App TCO) |
| 3. | Applications | • Application List | **Good**: If GL transaction description does not identify apps, spend is split equally to relevant Apps based on Cost Pools & Towers.<br><br>**Better**: If GL transaction description identifies apps, spend allocated to specific Apps based on GL text. | (Mandatory to achieve App TCO) |
| 4. | Assets & Relationships | • Asset Lists<br>eg. Server, Computer, Employee lists<br><br>• Asset Relationships<br>eg. Server to App mapping, computer to employee mapping | **Better**: Spend allocated to Assets/Apps based on weightings and % spread.<br><br>**Best**: Spend allocated to Assets/Apps based on consumption. | (Optional for App TCO) |

# Step 2 – Outputs / App TCO Dashboard

# Proof of Value Timeline – App TCO

| Kick-Off & Discovery | Data and Configuration | | Handover | |
|---|---|---|---|---|
| Kick-Off & Discovery | Data Gathering | System Configuration | Review | Training |

**WEEK 1**      **WEEK 2**      **WEEK 3**

**Client Tasks**

| Attend kick-off workshop | Gather and provide data | Assist Yarken in understanding data | Review outcomes with Yarken | Complete product training |
|---|---|---|---|---|

**Yarken**

| Create Project Plan | Send Data Templates | Model and upload data | Review outcomes with client | Training and user guides |
|---|---|---|---|---|

# Clients Roles and Responsibilities

| Role | Responsibilities | Time Estimate |
|---|---|---|
| **Project Sponsor** | • Assign core project team and identify key stakeholders and subject matter experts prior to the project kick-off.<br>• Attend Kick-off workshop and Review.<br>• Promote, champion, and escalate project with organisation. | • 2 hours for meetings |
| **Subject matter experts** | • Attend Kick-off workshop and Review.<br>• Gather and provide data as requested by Yarken.<br>• Assist Yarken in understanding the data and its structure.<br>• Validate relevant data and reports. | • 2 hours for meetings<br>• 4 hours to gather data<br>• As needed for requests |
| **Key stakeholders** | • Attend Kick-off workshop and Review.<br>• Complete recommended Yarken product training. | • 2 hours for meetings<br>• 1 hour for training |

*POV = 11 Hours / 2 days effort in total investment for Client

# Yarken Roles and Responsibilities

| Role | Responsibilities |
| --- | --- |
| **Engagement Manager** | • Leads Yarken project activities in accordance with Yarken's proven TBM technology, completes project management deliverables, and facilitates cross-functional teamwork. |
| **Yarken System Analyst** | • Advise client on raw data requirements and templates.<br>• Model and map raw data received from client.<br>• Configure Yarken system setup.<br>• Upload data into Yarken system.<br>• Test uploaded data.<br>• Run User/admin training and send user guides. |