

troux alignment™

While in survey after survey, CIOs list 'business alignment' as their number one priority, they also list 'loss of confidence by the business' as the main reason that CIOs are being fired. So, where can you turn to get the information you need to uncover IT disconnects, collaborate on roadmap transitions and communicate the cost and value of IT to each business stakeholder? Troux Alignment is the first software application that gives you and your business counterparts live visibility into how IT supports the business, and how business goals, strategies and scenarios impact IT – today and tomorrow.

the challenge

The business and IT suffer from the following disconnects:

Misalignment of strategies: Getting on the same page is a struggle for business and IT. Business leaders frequently view IT as a roadblock while IT leaders do not have a clear understanding of corporate goals and strategies. As a result, the CIO may have trouble proving which IT projects and applications support which corporate strategies.

Misalignment of funding: Lack of understanding and visibility into the business goals, priorities, and demands frequently results in funding decisions for projects that provide little or no value to the business.

Dependencies and impacts not understood: If there's a change to a business goal, priority or a project timeline, neither the business nor IT can easily determine the impact let alone quickly respond and adjust.

A different language: Business executives, strategists, and analysts often do not speak the same language as enterprise architects and technologists.

The bottom-line: CIOs are rarely able to show how IT meets the needs of the business while business leaders are unable to understand the impact and dependencies of change. What you need is enterprise-wide visibility and control into how IT directly supports business strategies and capabilities and eliminates mismatched spending.

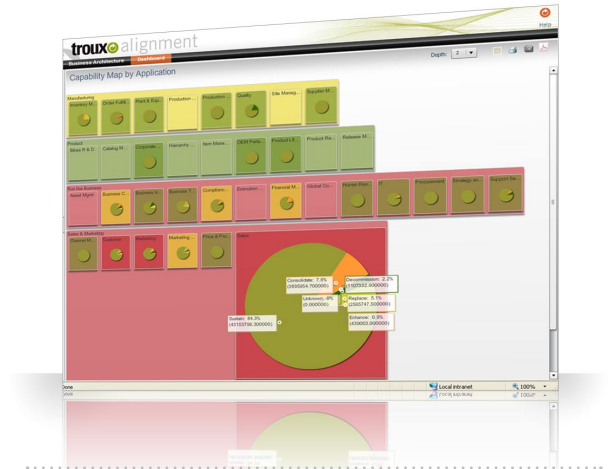
the solution

Troux Alignment helps you quickly achieve business/IT integration through enhanced financial transparency and control, prioritization of goals and strategies, impact analysis, transformation roadmapping and precise coordination of planning activities.

application benefits

Prove Financial Control

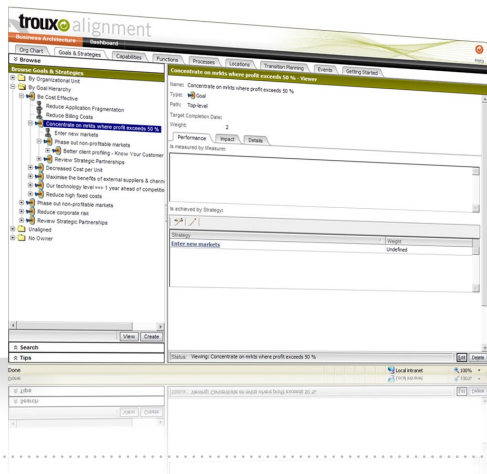
- **Analytics for financial transparency and control** - Troux Alignment enables CIOs to communicate how the IT budget supports business capabilities and demand, resulting in collaborative IT/business funding prioritization. New business dashboards allow you to uncover investment misalignments and prioritize strategic IT projects based on business goals and strategies. You can even ensure that all strategic goals have implementation plans assigned to them.



Dynamic visualizations quickly show the cost of applications that enable each business capability.

Focus on the Business

- **Business architecture capture** - Take a big first step toward business and IT alignment with our ready-to-use business taxonomy that describes business functions and organizational relationships, helping you capture the business architecture. An intuitive, web-based interface makes it easy for Business Analysts, Enterprise Business Architects and Enterprise Architects to prioritize goals and objectives, ensuring that the right things are being done by the enterprise.



Troux Alignment intuitive UI allows you to capture, prioritize, and relate goals and strategies.

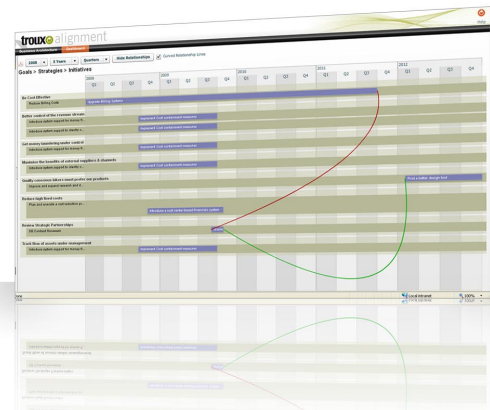
- **Mapping of IT to business capabilities** - Dynamic capability mapping can show precisely how IT resources are allocated to support business capabilities in terms of funding, applications and people. Business Capability Maps are dynamic visualizations configured to roll up complex data sets to show exactly how IT supports the business. These maps can be heated based on multiple dimensions including status, priority, and investment. You can then drill-in to see application cost breakdown, technology risk and project investment.

Troux Alignment also ships with out-of-the box reference content that improves time-to-value with content, including Business Capabilities, Business Functions, and Business Processes.

Anticipate Change and Execute with Precision

- **Impact analysis and business/IT roadmapping** – Trous Alignment includes dynamic roadmapping capabilities that gauge the impact on IT and the business of changing any project, capability, function, strategy, timeline or application. Analysts finally have a single system that has the relevant data and can help them answer questions such as “How much are we spending on this online service?” and “Will we save any money if we no longer use or provide this service.”

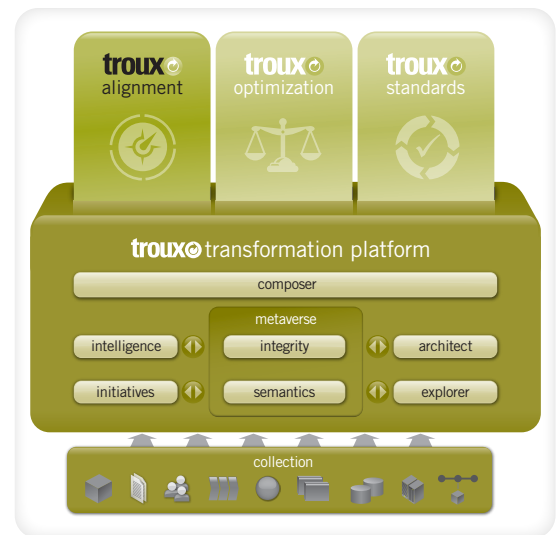
With Trous Alignment’s robust roadmap visualization, you can proactively identify dependencies and inconsistencies in the event timeline and prevent costly delays later. Roadmaps are also used to quickly convey the projects, work effort and time it takes to deliver transformational initiatives and strategies.



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Leveraging the Trous Transformation Platform™

Trous Alignment draws its power and contextual business intelligence from the Trous Transformation Platform, which captures and stores the latest data about how applications, technologies, processes and people relate to one another and to overall business objectives. This scalable and flexible enterprise-class platform not only enables advanced data sharing and management across a common architecture, it empowers role-based business intelligence, modeling and scenario planning and stakeholder communication. You can also leverage the Trous Transformation Platform to extend and configure the user experience. Only the Trous Transformation Platform delivers unrivalled power and agility required to support EA and strategic IT planning and control requirements.



Integration with other Trous Applications

Trous Alignment works with Trous Standards™—to show how technology standardization and IT governance programs help lower risks and cut costs and with Trous Optimization™—to make decisions more relevant to the business and demonstrate the value of change. In concert with other Trous applications, Trous Alignment accelerates the value and returns on investment of strategic IT planning and control programs. You can quickly roadmap transformation and enable EA teams to engage with the business in a structured way and rapidly deliver value back to business stakeholders.

key benefits

Troux Alignment help you reduce costs, minimize risks and enhance business agility through better alignment of IT with the business:

Reduce Costs

- Prioritize and focus investments on higher-value IT projects that support business goals

Minimize Risks

- Enhance communication and minimize conflicts between IT and the business
- Understand and minimize the impact of changes

Enhance Business Agility

- Deliver business capabilities faster
- React more quickly to competitive and market events and threats

Yes	Troux Alignment	Benefits	Year 1		Year 2
			Cost Avoidance	Productivity Gain	Factor
			\$2,727,000		20%
Yes		Better align IT to business priorities		\$78,255	100%
Yes		Improve data visibility		\$57,720	100%
Yes		Improve impact analysis on major application portfolio transformations		\$710,400	100%
Yes		Accelerate application portfolio transformation business cases		\$355,200	100%
Yes		Accelerate infrastructure transformation project business cases		\$556,480	100%
Yes		Accelerate major infrastructure transformations			
Impact					
5%		% decrease in overall business unit IT consumption	<i>T_PctDecrConsumption</i>		
25%		% increase in high-value IT data analysis due to improved visibility	<i>T_PctIncrAlignmentVisibility</i>		
5%		% decrease in app portfolio transformation failures due to change impact	<i>T_PctDecrAppXformFailures</i>		
10%		% decrease in time to develop new project business cases	<i>T_PctDecrBusCase</i>		
2%		% decrease in major infrastructure transformation time	<i>T_PctDecrInfrastructureXformTime</i>		

Sample output from the Forrester™ Certified Troux 8 ROI Model showing benefits and expected impact from Troux Alignment.

TEI™ compliance statement.

Troux Technologies commissioned Forrester to review this ROI model in July 2008 using its proprietary Total Economic Impact™ methodology. Forrester deems that this ROI model conforms to the TEI fundamentals and principles of a sound business case. The intent is for Troux Technologies to guide prospects through the questionnaire to solicit inputs specific to your business and technology environment. Troux Technologies is not permitted to change the calculations or equations. Forrester believes that this analysis is representative of what companies may achieve with Troux Technologies based on the inputs provided and any assumptions made. Forrester does not endorse Troux Technologies or its offerings.

learn more at www.troux.com



Accelerating IT and Business Transformation

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