



## COST OPTIMIZATION OFFERINGS TAILORED TO YOUR NEEDS

Sirius Cost Optimization offerings leverage our expertise in financing, operations, data center transformation, cloud optimization, maintenance and connectivity to help you reduce, defer and consolidate your IT expenses. Our experts customize solutions that help clients:

- Extend the useful life of existing infrastructure
- Optimize software licensing and cloud consumption
- Consolidate and negotiate maintenance and connectivity contracts
- Leverage the value of client assets to inject cash back into the business

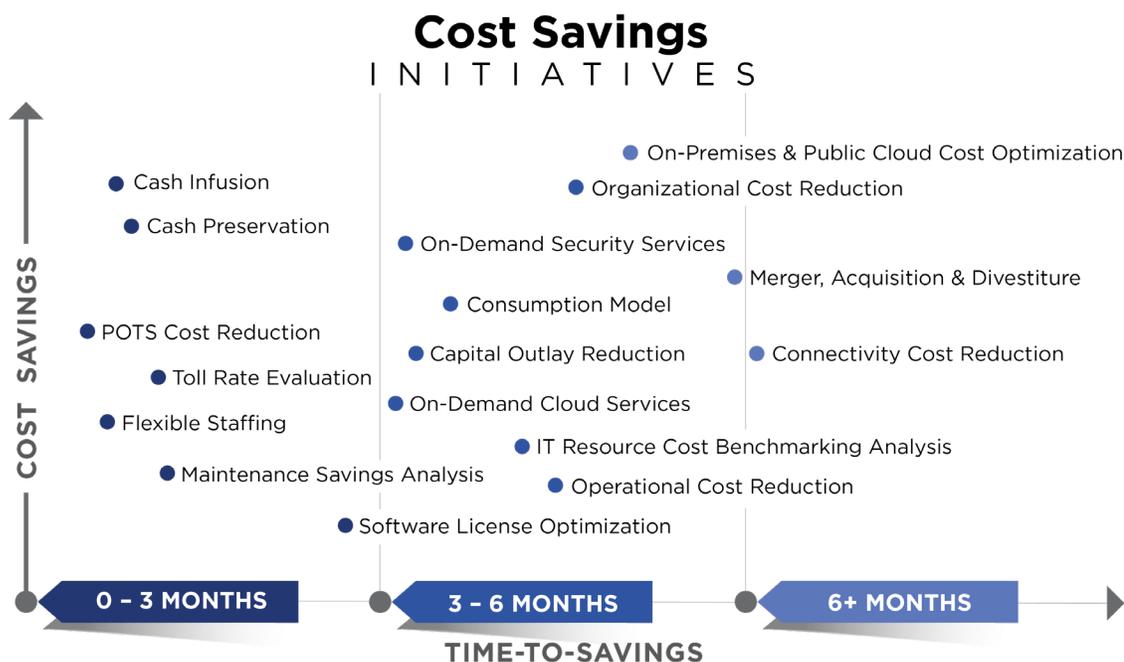
# SIRIUS COST OPTIMIZATION

## REDUCE, DEFER AND CONSOLIDATE YOUR IT EXPENSES

To support and invest in our clients, Sirius has developed a selection of proven cost optimization offerings that include a wide range of services and solutions to help reduce your technology-related expenditures while letting you proceed with projects that are critical to supporting your business.

All offerings can be implemented almost immediately, and can generate significant savings in as little as the first month.

[www.siriuscom.com](http://www.siriuscom.com)  
800-460-1237



## HOW SIRIUS CAN HELP YOUR ORGANIZATION

Sirius can work with you to structure innovative financing solutions that leverage the value of assets you already own, reduce payments on financing you already have, or proceed with acquisitions you need right now using promotional terms, payment deferrals, or flexible consumption models that align your costs with usage and cash flow. Our top-tier partnerships with the financial services organizations of the world's leading technology providers, along with a range of third-party lenders and even our own instruments, mean we can identify and assemble the best possible financing options to fit your needs.

Sirius consumption-based cloud, managed services and managed security offerings are available to support your initiatives—as needed and at the scale needed—to preserve your resources and conserve your budget.

Sirius can also help reduce recurring maintenance and subscription costs for hardware and software, which can result in average savings of 15% to 30%. And our connectivity aggregation services can reduce ongoing costs by an average of 25% to 40%, often at no charge to you.

## EXAMPLES OF SIRIUS COST OPTIMIZATION PROJECTS

- A Midwestern regional hospital had a large operational infrastructure support contract that was expiring and needed to be renewed. Like many healthcare providers, COVID-19 had severely impacted their revenues. Sirius provided a comprehensive solution consisting of cost savings combined with extended payment terms, so they could continue their coverage while spreading out cash flows over five years.
- One of the nation's leading providers of home medical services needed to extend critical maintenance coverage on expiring network infrastructure, but had cash-flow concerns. Sirius extended payment terms over nine months, helping the company over their cash crunch without creating any new debt obligations on their balance sheet.
- A global retail chain spends millions of dollars every year on hardware, software and associated maintenance, but has historically leveraged multiple distributors. By consolidating their spend with Sirius, we were able to provide a Volume Purchase Agreement (VPA) to increase their buying power and stretch their budget further. They were able to use the cost savings to fund several projects related to their adoption of cloud-based services.
- A client lost two key Amazon Web Services (AWS) engineers right before the pandemic. They were looking to hire replacements to help develop a key application in AWS, but with the pandemic they weren't able to hire. Sirius was able to provide them with on-demand cloud services as part of our Cloud Transitional Services offering. The option proved to be cost-effective enough that they plan to continue using Sirius' cloud expertise even when they are able to hire again.
- A client planned to migrate a significant number of applications to the cloud, but their budget was slashed. The key to their future development efforts relied on moving to the cloud, so they turned to Sirius' Cloud Transitional Services and we were able to help them with their migration efforts in phased efforts that matched their budget.
- A leading nationwide retail chain had separate P&Ls for its ecommerce and brick-and-mortar businesses. Each business had its own IT staff and also received IT support from a corporate shared service. The ecommerce business was struggling to meet revenue targets and retained Sirius to perform a cost-reduction evaluation. The engagement resulted in recommended optimization of overall IT staff across the ecommerce business and corporate, and optimization of the overall technology portfolio supported by the staff. The recommended expense reduction was 15.6%, down \$7 million from a targeted expense base of \$45 million.

Speak with your Sirius representative or [contact us](#) for an overview presentation and to schedule a discussion of your cost optimization needs.