SIRIUS VARIFLEX CONSUMPTION PROGRAM

REMAIN FINANCIALLY AGILE IN TODAY’S EVER-CHANGING IT ENVIRONMENT

Demands to lower IT costs and seamlessly shift to new applications have never been higher, and long-term capital investments with their associated depreciation can no longer keep pace. Even with more companies adopting cloud computing and enhancing their virtual environments, it is still difficult to transition to innovative solutions.

We believe technology investments should be simple. As the needs of your business and the industry evolve, we can help with the financial management of technology, maximizing business value while minimizing capital impact.

WHAT IS THE SIRIUS VARIFLEX CONSUMPTION PROGRAM?

With the Sirius VariFlex Consumption Program, you can deploy your private cloud with public cloud-like pricing. Your consumption of resources can be priced in meaningful metrics such as number of virtual machines (VMs), and you can provide a chargeback or a showback program. The Sirius VariFlex Consumption Program provides you with a means to incentivize the right behavior. It is typically deployed in an operating expense (OPEX) model under a managed/metered services agreement, and the contract term can be three to five years and can include client-defined rollout period and usage period.

BENEFITS OF THE SIRIUS VARIFLEX CONSUMPTION PROGRAM

- Variable charges are mapped to actual/metered usage
- Pricing is standardized per resource unit that you define
- You can define the rollout and usage periods
- Eliminates the need for capital approvals
- Vendor-independent
- Eases your migration to the private cloud
- Offers flexible payment options or pay-per-use
- Simplifies your procurement process
- Can be used for your own dedicated infrastructure, on- or off-premises
YOUR CONSUMPTION MODEL SHOULD BE FLEXIBLE AS YOUR IT MODEL

The Sirius VariFlex Consumption Program enables you to acquire and implement technology when it is needed, rather than in the next budget cycle, so you can realize tangible business benefits immediately. We can combine infrastructure and managed services into a customized package with a single monthly bill. And we give you peace of mind in predicting your expenses.

- Provides a public cloud-like pricing structure for data center solutions, with the flexibility to choose your partners and technologies.
- Addresses the need to provide adequate capacity to handle both planned and unplanned workloads ahead of demand, without an upfront capital expense (CAPEX) outlay.
- Priced to consume capacity based on your current architectural standards, and we can help you provide a meaningful chargeback or showback mechanism.
- Can allow for OPEX consumption of IT infrastructure assets over a multiyear timeline.
- Bases pricing and consumption on meaningful and relevant resource units of capacity, for example virtual machines (VMs), storage utilization (GB) and network (ports).
- Utilization is measured and billed by each resource unit, flexing up or down above the minimum levels.
- Pricing is set to “consume” resources in a block of capacity, with a pricing program set to consumption over the contract period.

For more information about the Sirius VariFlex Consumption Program, or any other financial offerings available through Sirius, speak with your Sirius representative, contact us at 800-460-1237, or visit siriuscom.com/financing.