



Want to achieve both cost cuts and more efficient archiving?

Choose the reliable and cost-efficient solution: IBM Smart Archive.

The advantages of financing with IBM

The economic crisis has meant that many organizations no longer have sufficient capital to launch essential IT projects. Companies consequently need leasing and financing companies more than ever to help them survive during this tough period.

IBM Global Financing offers a **flexible and comprehensive financing solution** for all the components of your technology solution – hardware, software and services, from IBM or any other supplier.

To find out how IBM Global Financing can give your organization greater financial flexibility and new credit opportunities, including the option of keeping capital free for other projects, visit ibm.com/financing/be.

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Organizations are inundated with information every day. One option is to save everything to be sure not a bit of information is lost. But this costs massive amounts of time and money. Another option is to try to arrange all this information and discard as much of it as possible. This, however, is also expensive and can mean that important documents can get lost in the process. What's more, information remains difficult to locate with both options. IBM Smart Archive enables you to solve all these issues at once and achieve considerable cost-savings at the same time.

Money to be found in your archive: save 70-90%

IBM Smart Archive is an advanced solution for efficient processing and archiving of business information. It ensures that neither too much nor too little information is saved. This means precisely the pieces of information vital for your organization are saved securely. It also makes sure you can easily locate all the information you need on a regular basis. These are all benefits that can also lead to huge cost-savings of 50 to 80% on storage and no less than 70 to 90% on productivity management!*

Prospect of a fast ROI

IBM Smart Archive requires a relatively limited investment, particularly when you discover how quickly you can recoup the investment. Attractive financing through IBM Global Financing is also available (please refer to the back of this brochure).

IBM's General Terms and Conditions apply to all our offers and can be obtained by sending an e-mail to ROI@nl.ibm.com.

*Depending on your situation.

Save hundreds of thousands of euros annually

The following calculation example shows how much you could potentially save annually per 500 employees with IBM Smart Archive:

■ By computerizing your archiving*	€ 350.000
■ By controlling your growth in storage**	€ 120.000
■ On productivity and eDiscovery costs***	€ 760.000

Possible savings per year:

€ 470,000 in direct costs and € 760,000 in indirect costs.

**Based on 40 documents per employee per day.

**Based on 10 GB of storage space per employee, including e-mail, data and shared servers.

***Based on 2 hours per employee per week, with an average annual salary of € 40,000 (this adds up to € 19.20 per hour, which is equal to 25 employees). The aforementioned eDiscovery costs are based on an American business situation. European companies can also achieve substantial cost-savings with IBM Smart Archive within the context of, for example, corporate compliance and/or litigation management.

Discover how much you can save

You can achieve huge cost-savings with IBM Smart Archive. But you naturally don't want to accept that claim at face value. That's why we will be pleased to calculate how much your organization can save with this solution and the Return on Investment (ROI) that you can expect. Simply send an e-mail to ROI@nl.ibm.com for an appointment.

Insurance company recovers 80% of its expensive storage capacity

Research revealed that more than three-quarters of the e-mails stored at an insurance company were comprised of duplicated messages and attachments. It turned out that e-mails were forwarded by an average of up to no less than twelve times. What's more, daily, weekly and monthly back-ups were made of those identical copies. This meant that some 121 copies of one e-mail were potentially being saved. IBM Smart Archive turned out to be the solution. The company was able to recover 80% of the storage capacity, stop the unbridled growth of storage servers and make information much more accessible. And all of these positive developments also resulted in huge cost-savings.

Contact us today to discover the benefits of IBM Smart Archive

To discover how much you can save with IBM Smart Archive or to find out more about the streamlined implementation process, please contact us to have us calculate your ROI. Simply send an e-mail to ROI@nl.ibm.com to make an appointment.

The benefits at a glance

- Efficient processing and archiving of business information
- Storing exactly what is needed – not too much, not too little
- Making information more optimally and rapidly accessible
- 50-80% savings on storage*
- 70-90% savings on productivity management*
- Hundreds of thousands of euros in savings every year
- Potential fast Return on Investment*

*Depending on your situation.