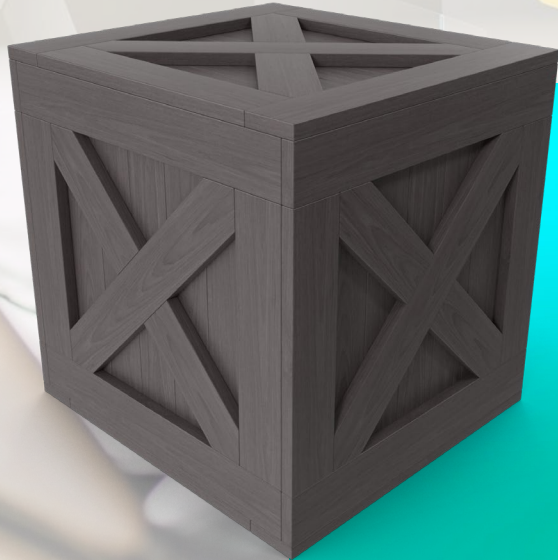


AVA Reveal Overview



Unlocking Business Value from Applications



What is in the black box of your enterprise-wide application estate?

“If you can not measure it, you can not improve it.”
– Lord Kelvin

Objective application intelligence that turns IT spend into measurable business value.



- Reveal is an analytics platform which provides a holistic view into a client's Application Portfolio so recommendations for individual applications can be prioritized based on how an application can enhance value, improve efficiencies, reduce risks or produce cost savings for the enterprise.
- Supports the largest spend category within IT – **Applications**
 - *According to Omdia's 2024 IT Budget Forecast Report, applications are expected to account for over 32% of IT budgets by 2027, with infrastructure following closely at 31%. Note: Combined that is 63% of IT Spend.*
- Reveal provides Insights and Recommendations into the following areas:
 - Alignment to Business Strategy / Key Business Objectives
 - Cost Savings / App Rationalization
 - Cloud Migration / Transformation
 - Application Modernization Candidates
 - Technical Debt / Application Health
 - Major Risk Issues
 - Mainframe Modernization Candidates
 - Security Classification of Data
 - Application Portfolio Analytics
 - Vendor Analysis (tied to applications only)
 - Fujitsu Fact Sheet (FFS)
 - App Transformation and Decommission Roadmaps
 - And more

Reveal Uses Application Data to Produce Value

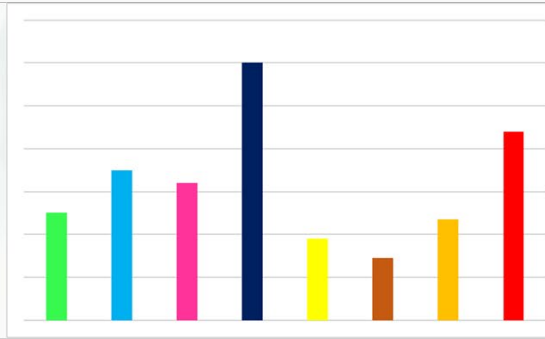
- Identify where to drive value into the Application Portfolio
- Identify cost savings opportunities to Reinvest in Modernization
- Identify critical apps which can support Business Transformation
- Produce objective insights to share w. key Business Stakeholders

Application Chaos



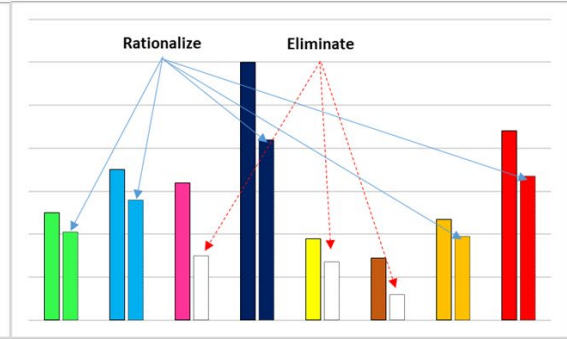
Example: 200 to 500 Applications

Organizing Chaos



Group by Patterns, Architecture, Criticality, Risk, Fit, Technologies

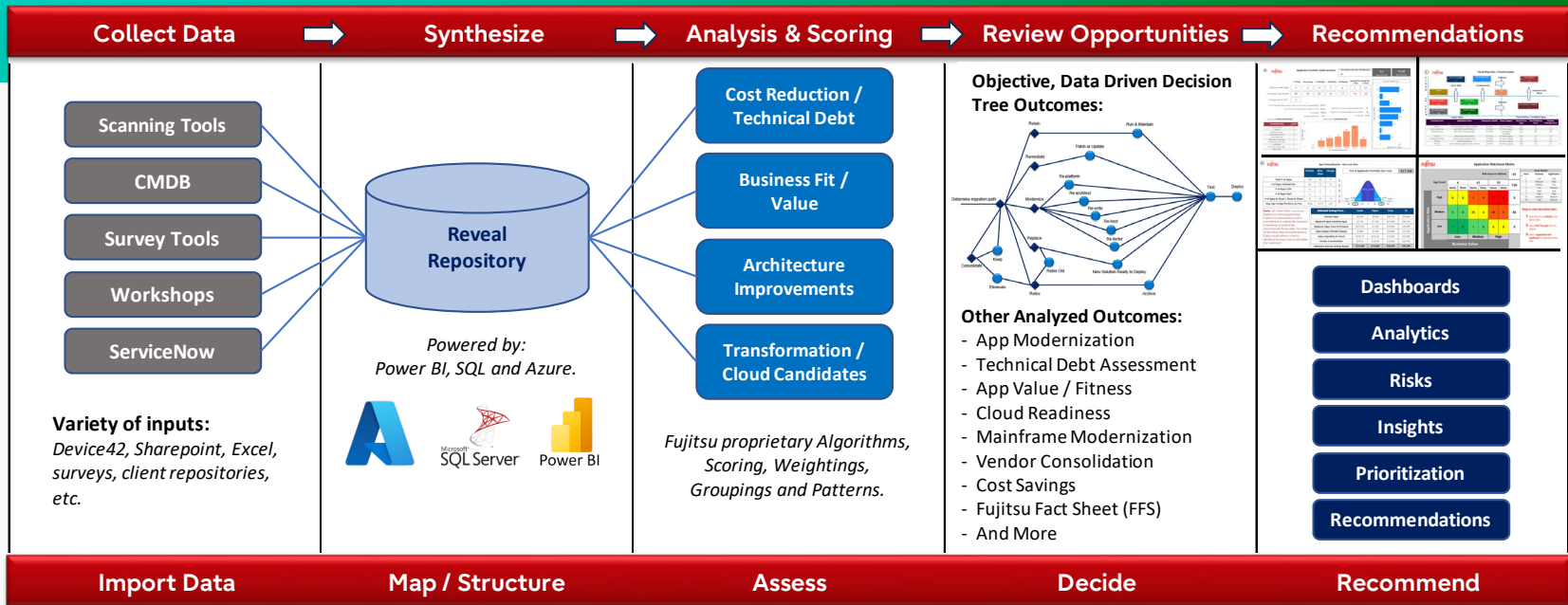
Rationalizing Chaos



Measure Value, Alignment, Scalability, TCO, Tech Debt, Effectiveness

Reveal High Level Assessment Overview

Fujitsu collects a client's key application related data to run through Reveal's proprietary algorithms, scoring, scenario testing, etc. to determine the best course of action for each application. This leads to solid, data driven recommendations, which focus on enhancing value, improving efficiencies, reducing risks or producing cost savings.



Reveal – Focus Area Examples

Application Rationalization

- Which applications can be retired, replaced or consolidated?
- What tools can be consolidated due to being redundant, unnecessary or provide little value?
- What are the essential platforms required to deliver services, and which are not. Helping to reduce or eliminate “sprawl.”

Cost Reduction

- View into which applications cost the most? least?
- Which Retire / Consolidate candidates produce the most savings?
- Strategies to reduce costs and where to focus?

Application Modernization

- Which apps need to be Re-architected? Why now?
- Which apps are good Re-write candidates?
- Unmet business needs that need to be addressed?

Cloud Candidates

- Which applications are strong cloud migration candidates?
 - Which applications are Cloud Ready? vs. Need to be Re-factored or Re-platformed?
 - Lift & Shift? vs. Containerize?
 - Strong Cloud Native architecture candidates?
- Scalability? Performance? DR Planning considerations?

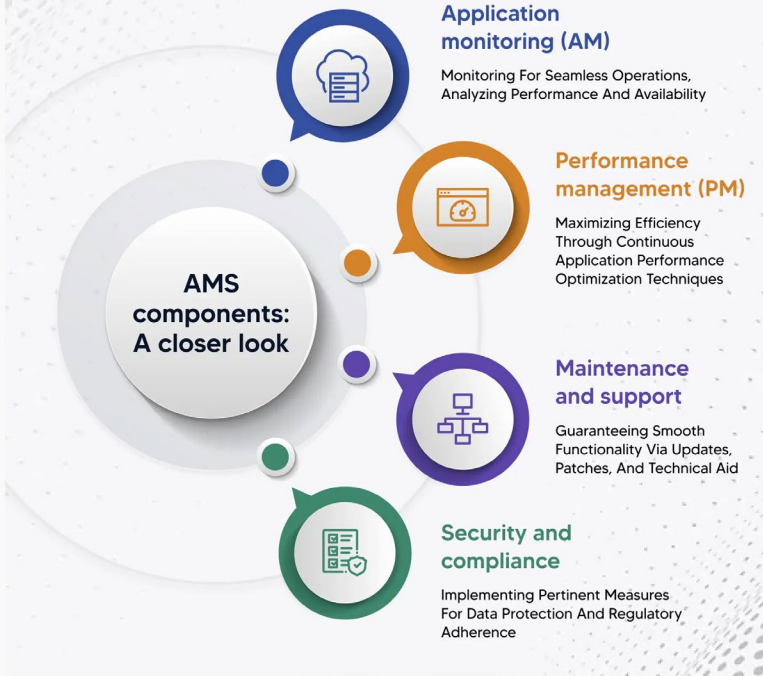
Technical Debt

- Overall Application Portfolio Health? How bad will it get?
- Where to focus your Tech Debt Remediation efforts?
- How should this effort be prioritized?

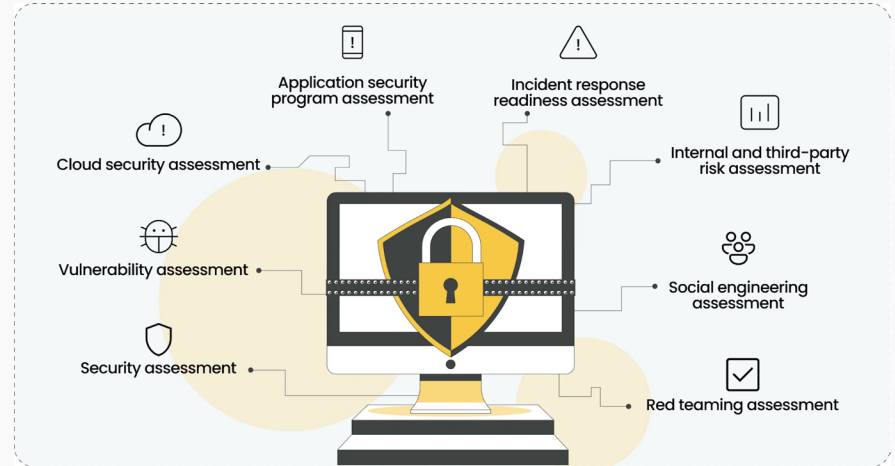
Risks / Data Security

- Major Risk Issues to address?
- Data Security Classifications?
- Potential Vulnerabilities?

Four Key AMS Components



Security Assessment Areas



Reveal captures foundational security-related application data as part of the AVA assessment. Additional, in-depth security assessments are available and can be scoped separately, with our Security team performing targeted evaluations based on a client's priorities.

- In addition to being used as an analytics platform, **Reveal collects valuable / useful data in support of our Application Managed Services (AMS) or which can be used to update a client's CMDB.** Data that would traditionally take several hours per application to collect.
- **Reveal is used to capture risk profiles of each application as well.** For the riskiest applications (typically 5% to 20% of the portfolio), we can have our Security team review these riskier applications and generate a Risk Report for our AMS team to review. The Security teams high-level risk assessment helps the AMS transition team target certain applications for additional documentation or to identify additional security procedures that may be required.
Note: This helps us to identify potential Security issues early in the process.
- The **Reveal team can perform a full AVA Reveal Assessment as part of our AMS Support activities or a light-weight AVA Reveal assessment** (which is used to identify some quick wins). Selecting which one of these two options is best for a client will have a significant impact on our costs / pricing to deliver.

- Application rationalization is no longer focused on just IT technical debt or cost savings — **it is also an AI readiness, value-creation and Application Intelligence exercise.**
- **Application Rationalization as an AI Enablement Strategy**
 - Enterprises cannot scale AI on fragmented and / or redundant application portfolios.
 - The most critical component for AI success is **Data**.
 - It's paramount that enterprises focus on identifying **Systems of Record** that contain critical decision support data and migrate as many systems as possible to one of the primary Systems of Record or, at a minimum, directly interface with them – also making sure these applications can support APIs.
 - Clearer economic signals are produced — allowing enterprises to invest in AI and digital capabilities with confidence.
 - With Reveal, we can identify which applications are AI ready.

“Every redundant application reduces the accuracy, speed, and value of AI”



“Effective AMS programs generate actionable intelligence across the application portfolio.”

Reveal Data Collection Process

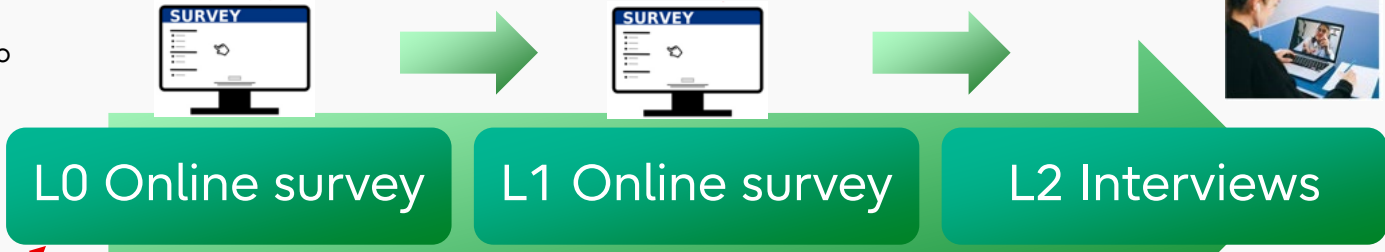
Reveal Data Collection Process

Strong Modernize, Retire, and Replace candidates move to an L1 survey

Key characteristics of the app cause it to be flagged for an L2 interview with the App Owner

Client's Application Portfolio

| SYSTEM SOFTWARE LICENSE | SAMPLE SOLUTION | CAPITAL RATIO |
|------------------------------|-----------------|---------------|
| Business Intelligence | Tableau | 0.170000 |
| Business Intelligence | Microsoft | 0.170000 |
| User Feedback | Qualtrics | 0.170000 |
| User Feedback | SurveyMonkey | 0.170000 |
| HR Recruiting | Workday | 0.170000 |
| HR Recruiting | Oracle | 0.170000 |
| Account Management | Salesforce | 0.170000 |
| Account Management | HubSpot | 0.170000 |
| Project Management | Asana | 0.170000 |
| Project Management | Monday.com | 0.170000 |
| HR Analytics | Tableau | 0.170000 |
| Enterprise Resource Planning | SAP | 0.170000 |
| Enterprise Resource Planning | Oracle | 0.170000 |
| Time Tracking | Asana | 0.170000 |
| Time Tracking | Harvest | 0.170000 |
| Cloud Computing | Amazon AWS | 0.170000 |
| Cloud Computing | Microsoft Azure | 0.170000 |



L0 Online survey

L1 Online survey

L2 Interviews

40% to 70% of apps are complete after L0 survey

90% to 95% of apps are complete after L1 survey



+ Client's CMDB

| SYSTEM SOFTWARE LICENSE | SAMPLE SOLUTION | CAPITAL RATIO |
|------------------------------|-----------------|---------------|
| Business Intelligence | Tableau | 0.170000 |
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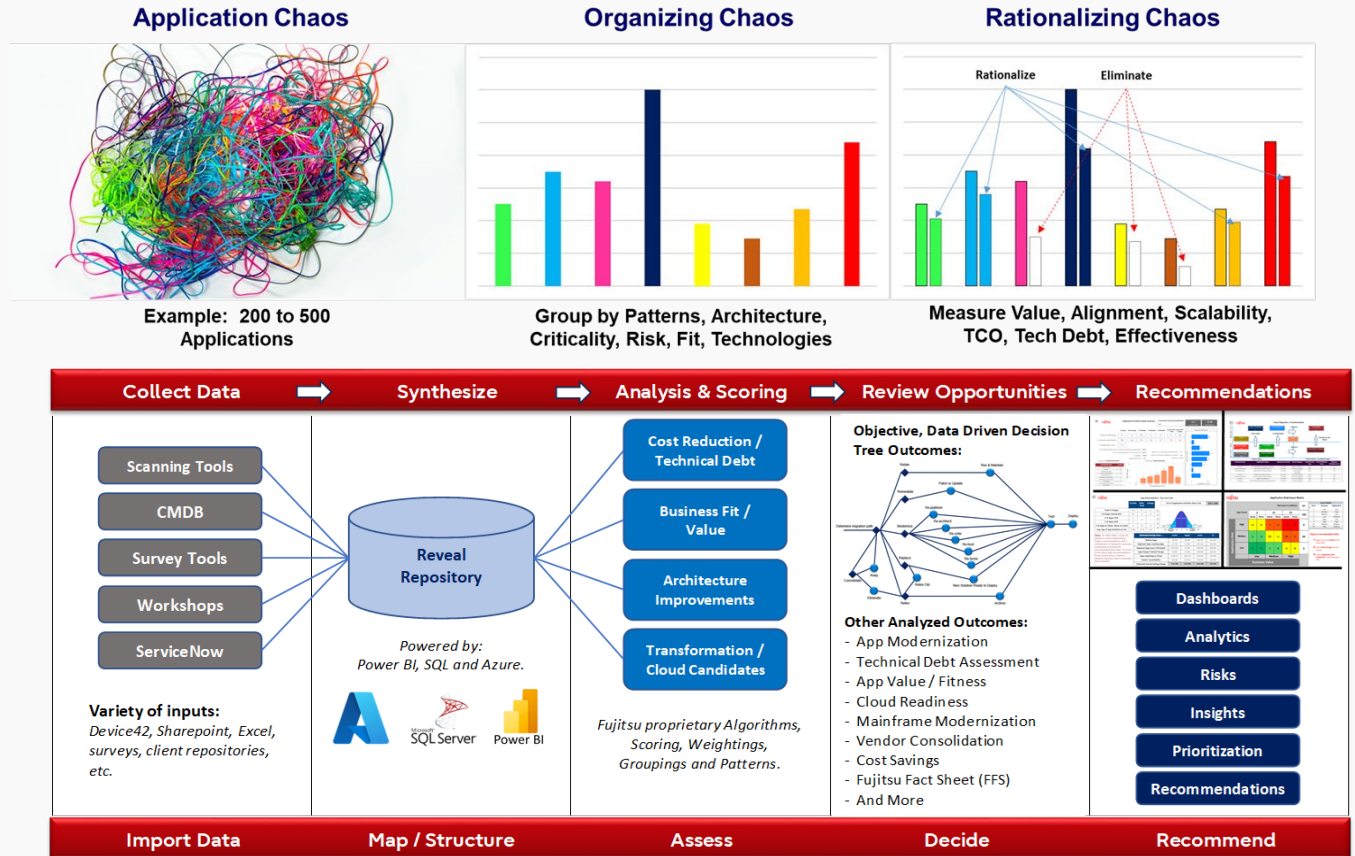
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| Time Tracking | Harvest | 0.170000 |
| Cloud Computing | Amazon AWS | 0.170000 |
| Cloud Computing | Microsoft Azure | 0.170000 |

Analysis, Insights & Recommendations

Fujitsu understands how chaotic managing a large portfolio of applications can potentially be.

That's why we created a structured data driven methodology to determine the right type of investments for your applications.

The Reveal platform provides critical analysis, insights and recommendations which lead to enhancing value, improving efficiencies, reducing risks or producing cost savings within a client's application portfolio.



Dashboard Examples

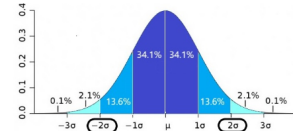
Outputs / Decision Support



App Rationalization - Run Cost View

| | L0 Data | After Final | Change |
|------------------------------------|---------|-------------|--------|
| Total # of Apps. | 100 | 64 | 36 |
| # of Apps Internal Dev | 85 | 52 | 33 |
| # of Apps COTS | 5 | 4 | 1 |
| # of Apps COTS w. Custom | 4 | 4 | 0 |
| # of Apps SaaS | 6 | 4 | 2 |
| Avg. Age of App Portfolio (in Yrs) | 20.2 | 19.7 | 0.41 |

| Annual TCO of Applications (Run Cost) | \$57.52M |
|---------------------------------------|----------------|
| Lower Savings Estimate | \$10.87M 18.9% |
| Upper Savings Estimate | \$14.31M 24.9% |



Note: All 'After FINAL' counts are based on a client implementing Fujitsu's recommendations with a commitment to making the necessary investments to achieve the recommended future state. For some of the future state recommendations, Fujitsu would advise a client to develop a Business Case to rationalize the investment.

| Estimated Savings From ... | Description | Lower | Upper | From | To |
|---------------------------------------|-------------------------|----------|----------|----------|----------|
| Retired Apps | Estimated cost sav... | \$8.46M | \$10.58M | \$46.94M | \$49.05M |
| Replaced Apps (Existing App) | Estimated cost sav... | \$1.16M | \$1.65M | \$45.28M | \$47.90M |
| Replaced Apps (new COTS/SaaS) | Estimated cost sav... | \$0.42M | \$0.84M | \$44.45M | \$47.48M |
| AMS Support | Estimated savings f... | \$0M | \$0M | \$44.45M | \$47.48M |
| Modernize Apps | Estimated infrastruc... | \$0.83M | \$1.24M | \$43.21M | \$46.65M |
| Vendor Consolidation | Estimated cost sav... | \$0M | \$0M | \$43.21M | \$46.65M |
| Estimated Annual Savings Range | | \$10.87M | \$14.31M | \$43.21M | \$46.65M |



Application Value Analysis (AVA)

6.0

Avg Biz Criticality Score

5.4

Avg Biz Value Score

App Owner

All

App Category

All

Application Analysis

Life Cycle Status: ● In Production ● Phasing Out

| Application Name | DT Final | Biz Value | Biz Criticality |
|--|-----------|-----------|-----------------|
| Person Administration System | Remediate | 10.00 | 9.90 |
| Industrial Materials Cost Estimating | Retire | 9.63 | 7.60 |
| Image & Document Mgmt (Legacy) | Replace | 9.14 | 4.80 |
| Electronic Invoicing | Replace | 8.63 | 8.75 |
| Asia Pacific Benefit Platform | Retain | 8.42 | 4.55 |
| Payment Control System | Retire | 8.21 | 8.35 |
| Document Generation (DOCS) | Retain | 7.67 | 5.95 |
| Executive Sales Reporting Portal | Retain | 7.26 | 8.35 |
| Global Import / Export Mgmt. Virtual BOM | Replace | 7.24 | 4.80 |
| Global Capacity Planning System | Retain | 7.01 | 7.20 |
| Claims Settlement Mgmt | Retire | 6.93 | 8.00 |
| Global Part Mgmt System | Re-Factor | 6.87 | 5.40 |
| Government Bid System | Replace | 6.81 | 6.75 |
| Source Control Logistics Planning | Retire | 6.75 | 6.40 |
| Extended Service Business Online | Re-Host | 6.68 | 8.00 |
| Data Mgmt for Product | Retire | 6.64 | 2.80 |

AVA Rankings

Range: 2.66 - 9.95



Fujitsu Application Ranking Analysis (FARA)

App Owner: All | Application Name: All | App Category: All | Functional Area: All

| Functional Area | Application Name | App Owner | FARA Score | Business Impact | | | Effectiveness | | | Technology | | |
|---------------------------|-------------------------------------|--------------------|------------|----------------------------|----------------------|--------------------|------------------------|------------------|-------------|-------------------------|------------------|---------------------|
| | | | | Business Criticality Score | Business Value Score | Business Fit Score | Business Process Score | Cost/ User Score | Usage Score | User Satisfaction Score | App Health Score | Technical Fit Score |
| Product Development | TRADAR | Debera Huntsman | 8.4 | 6.0 | 5.4 | 7.6 | 10.0 | 9.0 | 10.0 | 8.0 | 10.0 | 9.2 |
| Marketing & Sales | Parts Depot Return Mgmt | Sooraj Panja | 8.1 | 7.4 | 6.4 | 6.8 | 10.0 | 5.0 | 10.0 | 8.0 | 10.0 | 8.9 |
| Manufacturing | MCAS - North America Interface | Abhinav Nandi | 8.0 | 10.0 | 6.6 | 7.5 | 8.0 | 6.0 | 10.0 | 8.6 | 7.8 | 7.8 |
| Human Resources | Event Registration | Romeo Mojica | 7.9 | 6.8 | 6.3 | 7.6 | 8.0 | 7.0 | 10.0 | 8.0 | 8.3 | 9.0 |
| Customer Service Division | Document Generation (DOCS) | Motilal Malhotra | 7.8 | 6.0 | 7.7 | 7.1 | 2.0 | 10.0 | 10.0 | 8.2 | 10.0 | 9.0 |
| Finance | Market Forecast Esbase | Charisse Michelson | 7.8 | 3.2 | 4.7 | 6.9 | 8.0 | 10.0 | 10.0 | 8.0 | 10.0 | 9.0 |
| Finance | Miscellaneous Invoicing System | Charisse Michelson | 7.4 | 7.2 | 5.4 | 7.9 | 10.0 | 8.0 | 10.0 | 6.2 | 6.4 | 7.5 |
| Human Resources | Asia Pacific Benefit Administration | Loreen Mcpeters | 7.4 | 4.6 | 8.4 | 6.3 | 10.0 | 6.0 | 10.0 | 8.0 | 7.8 | 7.5 |



FFS 7 - Decision Tree

FFS - 8

Application Name: Claims Settlement Mgmt

FARA Score

6.02

Business Value Score

6.93

App Health Score

2.14

App Satisfaction Score

10.00

Annual TCO

\$710.3K

Annual Cost / User

\$202.96

Best Alternative Decision Tree Outcome

N/A

Application Hosting Model: On Prem

Development Type: Internal Dev

Application Age (in Yrs): 17.40

Final Decision Tree Outcome / Recommendation

Business Criticality: Unit-Critical

App Architecture: Monolithic

Cloud Candidate: No

App Category: Legal

Comments / Notes relative to the recommendation:

There isn't enough value. app is near end of life. Time to consider retiring the application

Case Studies

Case Study - Automotive

Overview

Description: As part of a data center consolidation exercise, a Fortune 100 Automotive OEM contracted with Fujitsu to perform an assessment of their active applications. The client's application data was housed in 7 different siloed business systems.



Approach

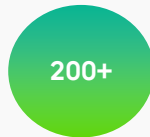
Fujitsu leveraged AVA Reveal to assess over 2,800 applications.

Characteristics like Technical Debt, Cloud Readiness, Application Rationalization, Risks, TCO, etc. were used to determine the best treatment option for each application.

Our AVA Reveal analysis identified over 200 applications, which were strong decommission candidates. The AVA Reveal project delivered cost saving opportunities (over 5 yrs.) of over 500x the original investment.

Approach

Out of over 2,800 applications:



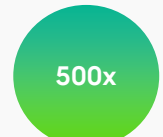
Apps to Retire



% of the App Portfolio



\$250M in savings over 5 years



Savings multiple of Investment in AVA Reveal

Next Steps

Having a Positive Impact on our Clients

Business Transformation starts with truly understanding your application portfolio. The knowledge gained from an AVA Reveal assessment supports improvements in all the following:

- 1) Application Portfolio Mgmt.
- 2) Cost Savings
- 3) Technical Debt Reduction
- 4) Business Value
- 5) App Architecture / Cloud / Infrastructure
- 6) Strategic Investments / Roadmaps
- 7) Potential Security Issues
- 8) And much more

Fujitsu can make objective recommendations so your organization can embrace change and make much more informed decisions about where to invest in your applications to either enhance value, improve efficiencies, reduce risks or produce cost savings.

*“The future depends on what you do today”
- Mahatma Gandhi*

Schedule your own personal Demo today...

To schedule a demo of AVA REVEAL, please [contact us!](#)

Please be sure to include the audience size for the demo in your email. If you need to schedule a demo for a client or client organization, please include that information in your email and we will work with you to better understand your objectives before scheduling an actual demo.

Thank you!