

TELADATA

Consultants for Converging Technologies

PROJECT PROFILE:

Client is major life insurance company

PROJECT DESCRIPTION

- Data Center Peer Review

CLIENT INFORMATION

Headquartered in California, Client is a leading provider of insurance products to individuals and families across the US.

OVERVIEW

In the late 1990's, Client's IT & Facilities staff realized they needed to perform upgrades to their aging data center which was built in 1985. A team was assembled to produce a set of designs and budgets. The subsequent request for funding to perform upgrades was denied. In 2001, Client hired an outside company to perform a peer review of the design and budgets with hopes of approval. The request for 9 million dollars to perform upgrades was again denied. A second team was assembled to revise the designs & budget and those were evaluated by a different company in 2007. Again, the request for funding to perform upgrades was denied.

In 2009, Client retained **TELADATA** to perform a peer review of their most recent design team's proposed data center upgrades, budgets, and schedule.

TELADATA conducted an onsite evaluation and reviewed the past reports which contained 100+ pages of engineering notes, and terms and specifications. **TELADATA** determined that the design team was talented, had a sound strategy and a reasonable estimate of costs. The inability to get funding approval was the result of communication gaps between engineers and the governance committee. The technical reports did not give the governance committee the understanding or confidence to approve a hefty nine million dollar budget request.

THE CHALLENGE

The Client design team created a design that would address how to replace aging equipment & infrastructure, provide a means for future routine maintenance, increase the reliability of the facility, improve efficiency and would allow the implementation of modern high density servers. Unfortunately, the project stalled because no one has been able to clearly explain the details in a manner that would persuade the governance committee to approve spending the money.

THE SOLUTION

TELADATA delivered a peer review in a concise report which highlighted the importance of investing in the data center & facilities along with a step by step roadmap on how the budget would be rolled out over the next ten years. In addition to validating the original budget, **TELADATA** unveiled an optional 2 million dollar budget which would maximize their IT assets should the company's growth exceed the capacity of the data center.

Using **TELADATA**'s expertise and ability to translate technical jargon into plain English, the governance committee was finally able to understand the extent of the project and approved the funding to allow it to move forward

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