



OrbusINFINITY

The Total Economic Impact™ of Orbus Software OrbusInfinity®

Cost Savings and Business Benefits
Enabled by OrbusInfinity Enterprise
Architecture Management Suite

A Forrester Total Economic Impact™ study commissioned by Orbus Software, July 2022



394%
ROI



\$2.07M
NPV



10
months
Payback



OrbusSoftware

Executive Summary

Leading enterprise architecture (EA) practices are challenged to influence and enable firms' business transformations and use tools to provide a holistic view of the effects of business demand, identify productivity improvements, and get real-time insights on strategic and operational performance. Orbus Software's OrbusInfinity reduces decision-making time, enables cost savings across the IT portfolio, and increases architecture quality and productivity, in turn improving employee experience and job satisfaction.



It becomes more and more important for us to reach a wider stakeholder group and to provide them analytics and decision-making materials that are easy to understand.

- Head of Enterprise Architecture, Construction

Key Findings

Benefits (three-year)

\$38.2K

Accelerated
resiliency
planning and
analysis

\$574.6K

Productivity
gains for the
architecture teams

\$210.1K

Accelerated **strategic
decision making** for
digital transformation

\$1.8M

Controlled investment
and **cost savings**
across IT portfolio

Key metrics



394%
ROI



\$2.60M
Benefits PV



\$2.07M
NPV

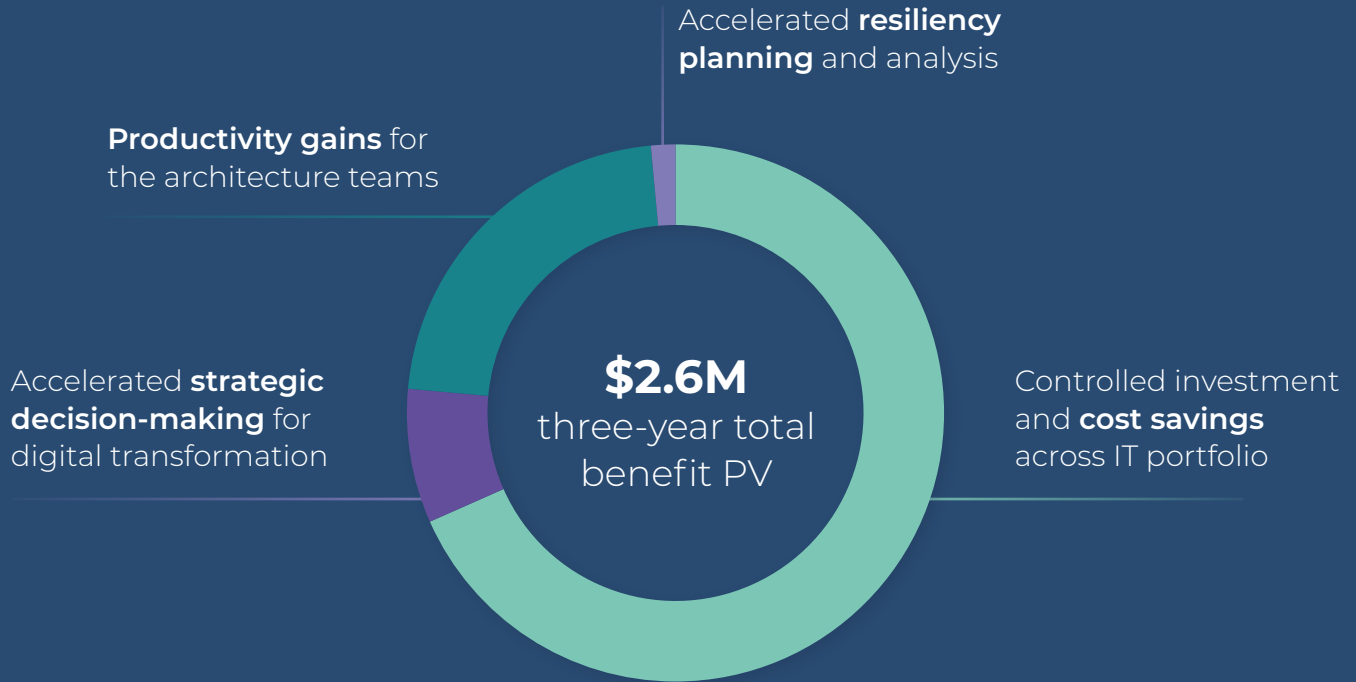


10 months
Payback

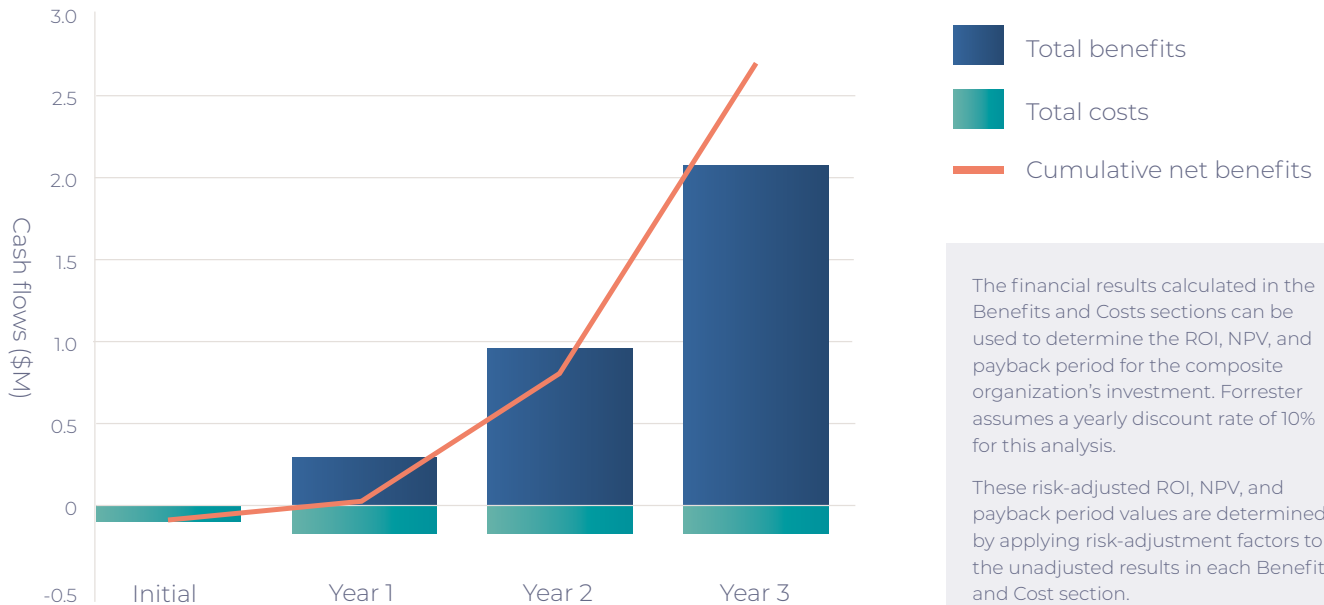
Analysis of Benefits

| Ref. | Benefit | Year 1 (\$) | Year 2 (\$) | Year 3 (\$) | Total (\$) | Present Value (\$) |
|------|---|----------------|----------------|------------------|------------------|-----------------------|
| Atr | Controlled investment and cost savings across IT portfolio | 29,440 | 595,937 | 1,675,937 | 2,301,314 | 1,778,430 |
| Btr | Accelerated strategic decision-making for digital transformation | 84,466 | 84,466 | 84,466 | 253,398 | 210,054 |
| Ctr | Productivity gains for the architecture teams | 179,870 | 247,749 | 274,666 | 702,285 | 574,630 |
| Dtr | Accelerated resiliency planning and analysis | 0 | \$24,192 | 24,192 | 48,384 | 38,169 |
| | Total benefits (risk-adjusted) | 293,776 | 952,344 | 2,059,261 | 3,305,380 | 2,601,283 |

Total Benefits



Cash Flow Chart (Risk-Adjusted)



The financial results calculated in the Benefits and Costs sections can be used to determine the ROI, NPV, and payback period for the composite organization's investment. Forrester assumes a yearly discount rate of 10% for this analysis.

These risk-adjusted ROI, NPV, and payback period values are determined by applying risk-adjustment factors to the unadjusted results in each Benefit and Cost section.

Quantifiable Benefits

Productivity Gains
for Architecture Team



80%

Time saved
creating architecture
artefacts



70%

Time saved
onboarding
architects



95%

Time saved for
the trainers

Controlled Investment
and **Cost Savings**
across IT Portfolio



20%

Applications
sunsetting



50%

Time saved on applications
portfolio analysis

Accelerated
Resiliency Planning



50%

Time saved on resiliency
planning and analysis

Accelerated Strategic
Decision-Making for
Digital Transformation



95%

Time saved on
decision analysis



85%

Time saved on
executive reviews

Unquantified Benefits

Additional benefits that customers experienced but were not able to quantify include:



Bringing business and IT closer

Many interviewees highlighted how the business-friendly visualization of insights enabled IT and the businesses to have more meaningful conversations about their strategies and make joint decisions.



Elevating the perception of EA

In many cases, the architecture practice was seen as a roadblock in the past, but with the insights from OrbusInfinity, stakeholders could see the value of the insights enterprise architects provided to enable their organizations' digital transformation.



Improving EA employee experience

By eliminating manual and duplicated work, OrbusInfinity architects focused on more value-added activities, which led to an increase in work satisfaction.



Avoiding penalty fees

With governments bringing in more regulations around resiliency and sustainability, OrbusInfinity provided the needed insights to ensure compliance to changing regulations.

Flexibility

The value of flexibility is unique to each customer. There are multiple scenarios in which a customer might implement OrbusInfinity and later realize additional uses and business opportunities, including:

Faster analysis in uncertain times

Multiple interviewees highlighted how they were able to quickly analyze and make decisions on how to approach the COVID-19 pandemic thanks to the insights of the tool.

Scalability

The interviewees highlighted how they easily scaled up their architecture teams with temporary resources as the insights of the tool reduced the learning curve.

Flexibility would also be quantified when evaluated as part of a specific project (described in more detail in Appendix A).

Appendix A: Total Economic Impact

Total Economic Impact is a methodology developed by Forrester Research that enhances a company's technology decisionmaking processes and assists vendors in communicating the value proposition of their products and services to clients. The TEI methodology helps companies demonstrate, justify, and realize the tangible value of IT initiatives to both senior management and other key business stakeholders.

Total Economic Impact Approach

- ➔ **Benefits** represent the value delivered to the business by the product. The TEI methodology places equal weight on the measure of benefits and the measure of costs, allowing for a full examination of the effect of the technology on the entire organization.
- ➔ **Costs** consider all expenses necessary to deliver the proposed value, or benefits, of the product. The cost category within TEI captures incremental costs over the existing environment for ongoing costs associated with the solution.
- ➔ **Flexibility** represents the strategic value that can be obtained for some future additional investment building on top of the initial investment already made. Having the ability to capture that benefit has a PV that can be estimated.
- ➔ **Risks** measure the uncertainty of benefit and cost estimates given: 1) the likelihood that estimates will meet original projections and 2) the likelihood that estimates will be tracked over time. TEI risk factors are based on "triangular distribution."

The initial investment column contains costs incurred at "time 0" or at the beginning of Year 1 that are not discounted. All other cash flows are discounted using the discount rate at the end of the year. PV calculations are calculated for each total cost and benefit estimate. NPV calculations in the summary tables are the sum of the initial investment and the discounted cash flows in each year. Sums and present value calculations of the Total Benefits, Total Costs, and Cash Flow tables may not exactly add up, as some rounding may occur.

Present Value (PV)

The present or current value of (discounted) cost and benefit estimates given an interest rate (the discount rate). The PV of costs and benefits feed into the total NPV of cash flows.

Net Present Value (NPV)

The present or current value of (discounted) future net cash flows given an interest rate (the discount rate). A positive project NPV normally indicates that the investment should be made unless other projects have higher NPVs.

Return On Investment (ROI)

A project's expected return in percentage terms. ROI is calculated by dividing net benefits (benefits less costs) by costs.

Discount Rate

The interest rate used in cash flow analysis to take into account the time value of money. Organizations typically use discount rates between 8% and 16%.

Payback Period

The breakeven point for an investment. This is the point in time at which net benefits (benefits minus costs) equal initial investment or cost.

Forrester Report



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Our company is big on sustainability, so the plan is to use the tool to support long-term planning to ensure a sustainable approach for the future.

- Head of Enterprise and Solution Architecture, Communications

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KATOWICE

About Orbus Software

Orbus Software is a leading provider of cloud solutions for business centric decision making. Their enterprise platform provides a comprehensive view of applications, systems, and data, allowing leaders to make informed decisions, optimize cost, minimize risks, and maintain operational resilience in the face of constant disruption. Customers are predominantly global blue-chip enterprises and government organizations, and we focus on delivering technology innovation that accelerates our customers' success. To learn more, follow Orbus Software on Twitter and LinkedIn.

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