janet cloud

FINANCIAL X-RAY

Have you ever been asked how much your IT services cost?
How much of your IT spend is on improving the student experience?
What should you move to the cloud?

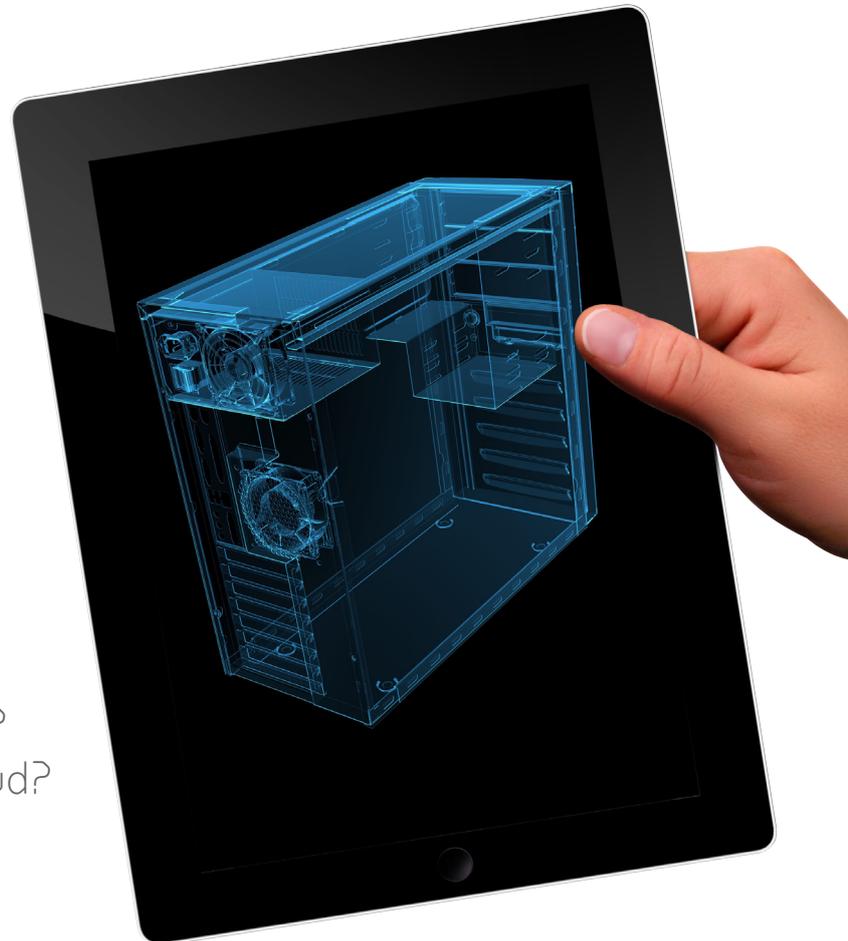We can work with you to find answers to these questions and more, using our Financial X-ray service.

Why do you need the Financial X-ray?

Cloud isn't new, but it is changing the way you buy IT. Instead of purchasing software, hardware and hiring specialist IT staff to build systems, cloud provides ready-made packages that can be paid for on a monthly basis.

Knowing the total costs of existing IT services is a prerequisite to develop and test the business case for moving to cloud - to help you with this, we've developed the Financial X-ray. This empowers you to be able to make decisions with confidence.

How does it work?

The bedrock of the Financial X-ray is a standardised catalogue containing around 40 categories: a mix of IT platforms (such as the data centre and networks) and user-facing IT services (such as Virtual Learning Environments). By using a basic form of activity based costing plus a detailed analysis of high-value, non-pay spend, the total absorption costs (pay costs, non-pay and overheads) of each IT platform and thereafter each IT service, can be built up.

What are the benefits?

- We provide you with detailed statistics about your institution's IT spend

- We organise an accountant to carry out much of the work so your staff are not burdened

- We can carry out your Financial X-ray in a matter of days rather than weeks

- We have statistics for other organisations to help you benchmark your spend with the sector

- We create a final report for you that is suitable for presentation to senior management

What can be revealed?

The model can provide you with more detailed statistics about your institution, including:

- Total IT costs as a percentage of annual turnover
- Spend on student-facing IT services per year
- Costs to support bring-your-own-device
- Annual running costs of your data centre

How did we develop the Financial X-ray?

We took advice from the British University Finance Directors Group (BUFDG), Universities UK (UUK), and the Universities and Colleges Information Systems Association (UCISA), to develop the Financial X-ray for use within the further education and higher education sectors.

BUFDG connected us with several universities interested in gaining a better understanding of their IT costs. Some universities had been offered 'return on investment calculators' by their IT suppliers but these tools fail to reflect the unique position of research and education organisations.

The Financial X-ray in practice

Andrew McConnell, Chair of BUFDG, from the University of Huddersfield, was involved with producing the tool commented:

"From our perspective, it's easier to see where investment is needed if we have the full picture in front of us. A tool that captures everything from the cost of lighting your data centre through to software and security really helps us to understand our financial requirements.

"What is so good about the tool created by Janet is that it also makes it easy to benchmark spend across the sector, which was a key recommendation of the Diamond Review on Efficiency and Effectiveness in Higher Education."

Smarter IT spend

Andrew Minter, CIO, University of Portsmouth, who tested the Financial X-ray service said:

"This isn't just about cutting costs. Knowing where you are not spending enough money

> " This tool has been a great starting point in our refinement of service spend "

is also important. If student experience is your top priority this may help to build the case for services to help you reach your aims.

"Benchmarking can be useful but there is a huge variety between institutions and each has differing priorities. This tool has been a great starting point in our refinement of service spend."

Want to x-ray your spend?

For more information or to arrange for us to x-ray your IT spend, please email service@ja.net, visit www.ja.net/cloud or call 0300 300 2212.