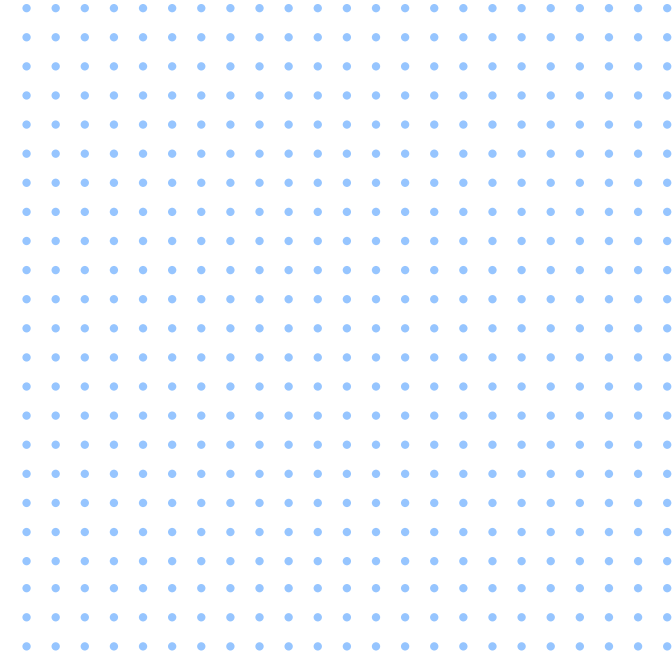


How to Optimize IT Spend with LeanIX & Apptio

July 2, 2020 – 5PM CEST / 11AM EDT



Meet the Speakers

SPEAKERS



Christian Schürmann

Team Lead Demand &
Project Portfolio
Management

innogy



Ed Hayman

TBM Architect & Sr. Dir.
Product Management

Apptio



Johannes Wilden

Product Manager
LeanIX

HOST



Irene Schröder

Partner Manager
LeanIX

- LeanIX and Apptio Introduction
Irene Schröder and Ed Hayman
- Apptio Integration and Live Demo
Johannes Wilden
- EA as the #ENABLER for cost transparency at innogy
Christian Schürmann
- Q&A

LeanIX, German engineering meets global customer excellence



- Founded in 2012 in Germany
- 300+ customers in > 50 countries
- 200+ employees in 3 offices (Bonn, Boston, Hyderabad)
- 40M\$ Funding, backed e.g. by Insight Partners
- A “Visionary” in Gartner MQ for EA Tools
- 4.8 / 5 stars in Gartner Peer Insights – Customer Choice Award 2020
- High focus on Usability, NPS > 60
- 100% Y-o-Y Growth, #10 in Deloitte Fast 50 Germany

LeanIX supports the transformation journey

 LeanIX EAS

Application Portfolio
Management

Technology Risk
Management

Data Flow &
Integration
Architecture

BUSINESS VALUE

- % faster project starts
- # less redundant applications & projects
- \$ savings due to harmonization (M&A)
- \$ less extended support costs
- % faster, real-time risk assessment
- \$ reduced risk due to head monopoly
- \$ GDPR risks & violations avoided
- \$ Reduced indirect SAP license spent
- % less manual documentation & drawing

 LeanIX CNS

Cloud
Transformation

Cloud Governance

Microservices
Management

Unified platform supporting the transformation

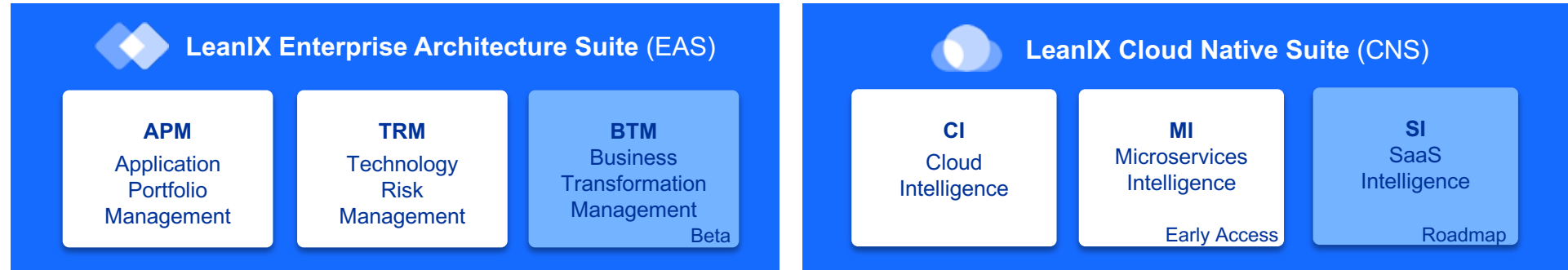


On-Prem /
Monolith

Transformation Journey

Cloud-Native /
Microservices

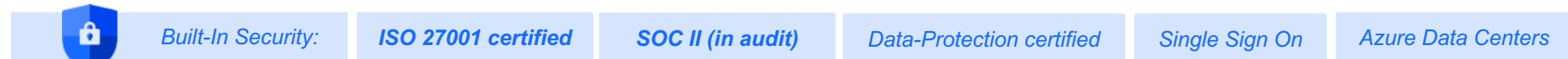
PRODUCTS



PLATFORM CAPABILITIES



INTEGRATIONS





Apptio Overview

Ed Hayman

TBM Architect & Snr. Director, Product Management

July 2020



The Undisputed ITFM Market Leader

1000+

Customers

8

Patents

1000+

Employees

61

Fortune 100 Customers

18

Global Locations

Apptio Customers

Consumer goods



Media & entertainment



Retail & wholesale



Financial services



Insurance



Healthcare & pharma



Energy & utilities



Manufacturing



Travel & hospitality



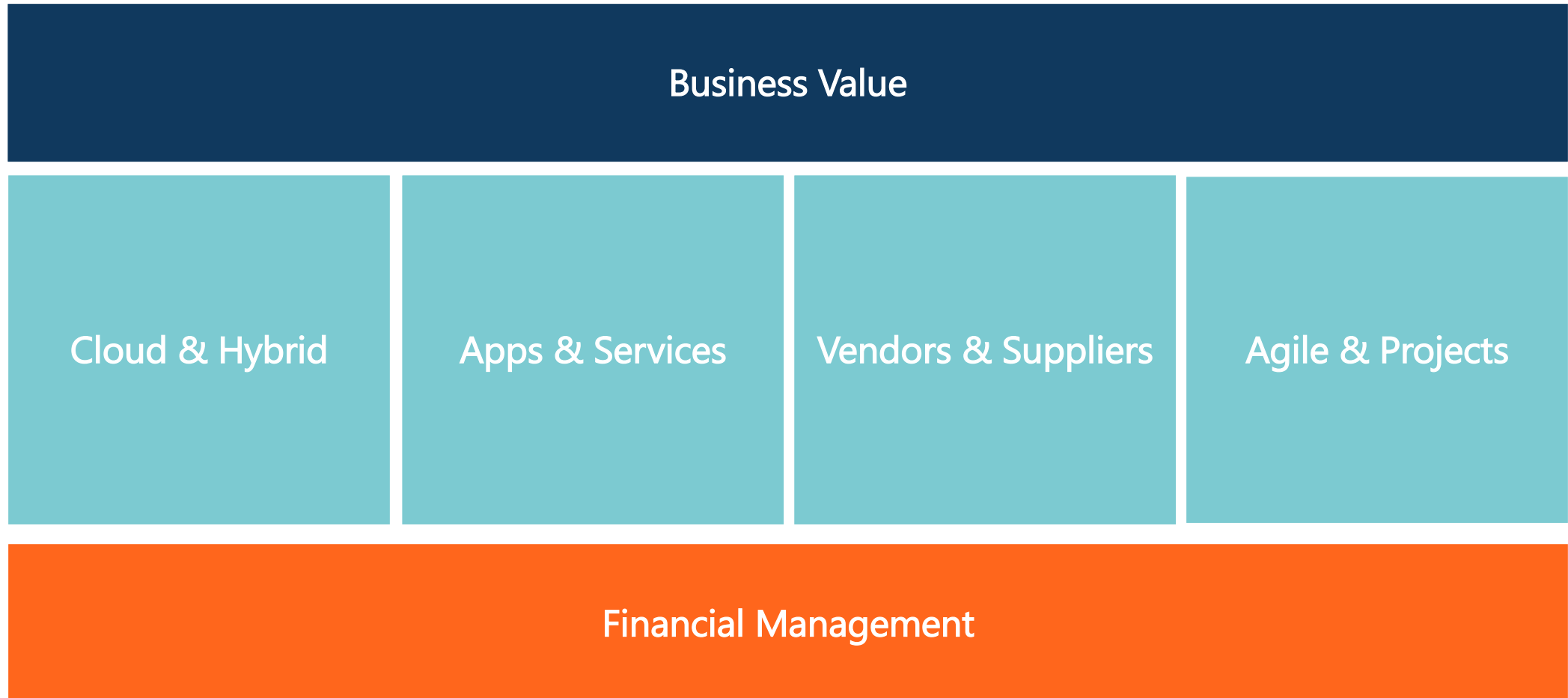
Public sector



Tech & telecom



Apptio Solutions



Value for Every Role



CIO

Accelerate Decision Making



Cloud Leaders

Eliminate Cloud
Waste



IT Finance

Reduce Budget
Variance



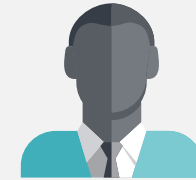
Ent. Architects

Drive Impact
Assessments



App Leaders

Reduce
Application TCO



Portfolio Mgrs

Improve Value
Realization



BRM

Expose Levers
and Tradeoffs

Apptio & LeanIX - Empowering EAs to Deliver

Drivers

IT Growth &
Modernization

Digital Transformation

Strategic Cost Cutting

Joint Use Cases

App Portfolio Mgmt (APM)
& App Rationalization

Technology Risk
Management

Cloud Migration
Planning

Benefits

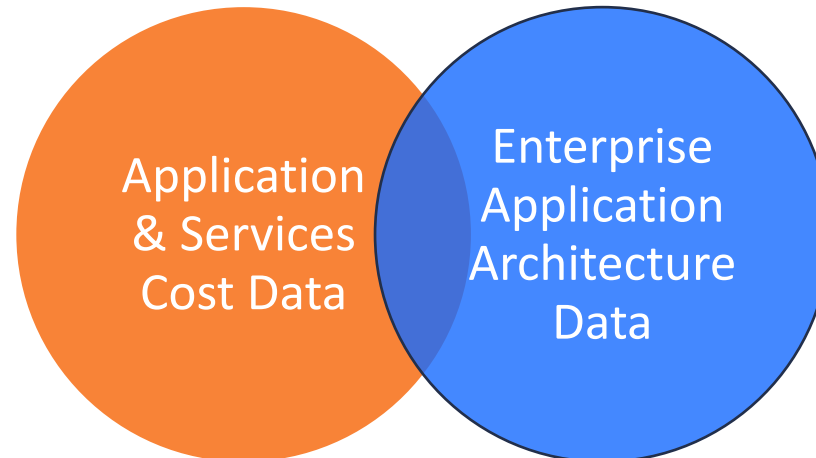
- Identify true cost savings opportunities
- Surface technology dependencies/relationships
- Determine TIME Strategies
- Monitor and identify problem projects quickly

- EOL technology migration planning
- Identify the right software versions consolidation projects
- Surface financial impact of compliance

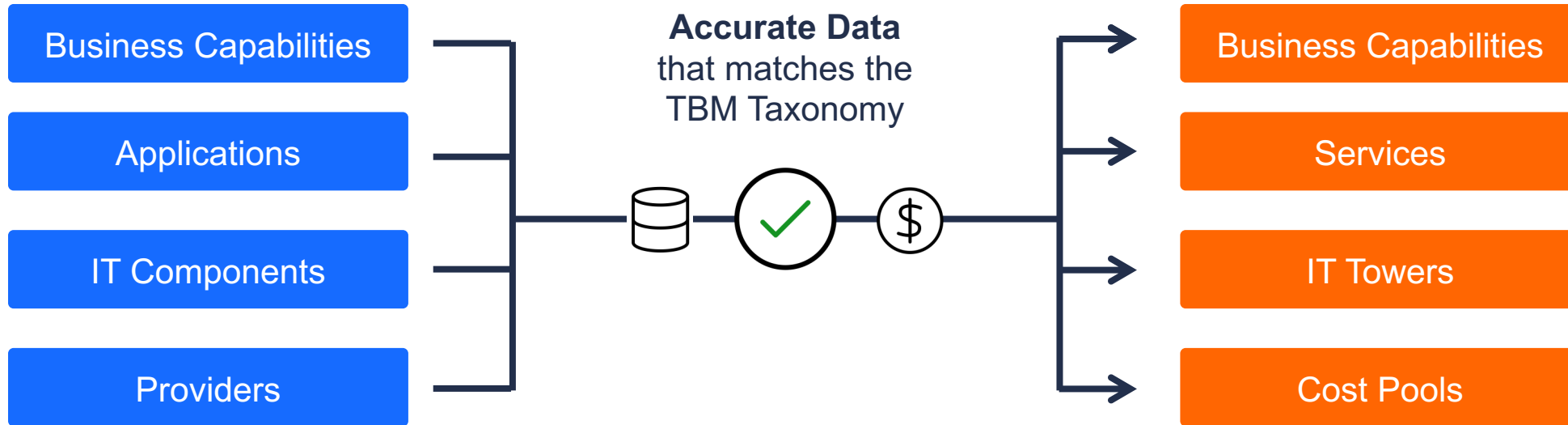
- Cloud migration feasibility analysis for applications
- Evaluate application migration plan (lift & shift vs. re-platform)
- Prioritize migration timeline for applications

Apptio Integration

- Apptio as dominant player in ITFM/TBM
 - **provide key data structures on IT landscape** for cost calculation & allocation **from LeanIX to Apptio**
 - import cost related data back from **Apptio to LeanIX** with the Advanced Integration



ITFM benefits from accurate EA data



✓ Provide key data structures needed for cost calculation & allocation

✓ Enable distributed maintenance of data in easy-to-use LeanIX UI

✓ Accelerate ramp-up of new customers for IT Financial Management

✓ Ensure reliability of results thanks to high data quality

Apptio & LeanIX enable multiple use cases



Core use cases

Application Rationalization

- Identify and categorize applications
- Optimize application TCO
- Rationalize your portfolio

Cloud Management

- Allocate and optimize cloud resources
- Accelerate cloud migration decisions
- Enforce cloud compliance & security

Further use cases

Technology Planning & Budgeting

- Accelerate planning cycles
- Classify and benchmark spend
- Identify optimization opportunities

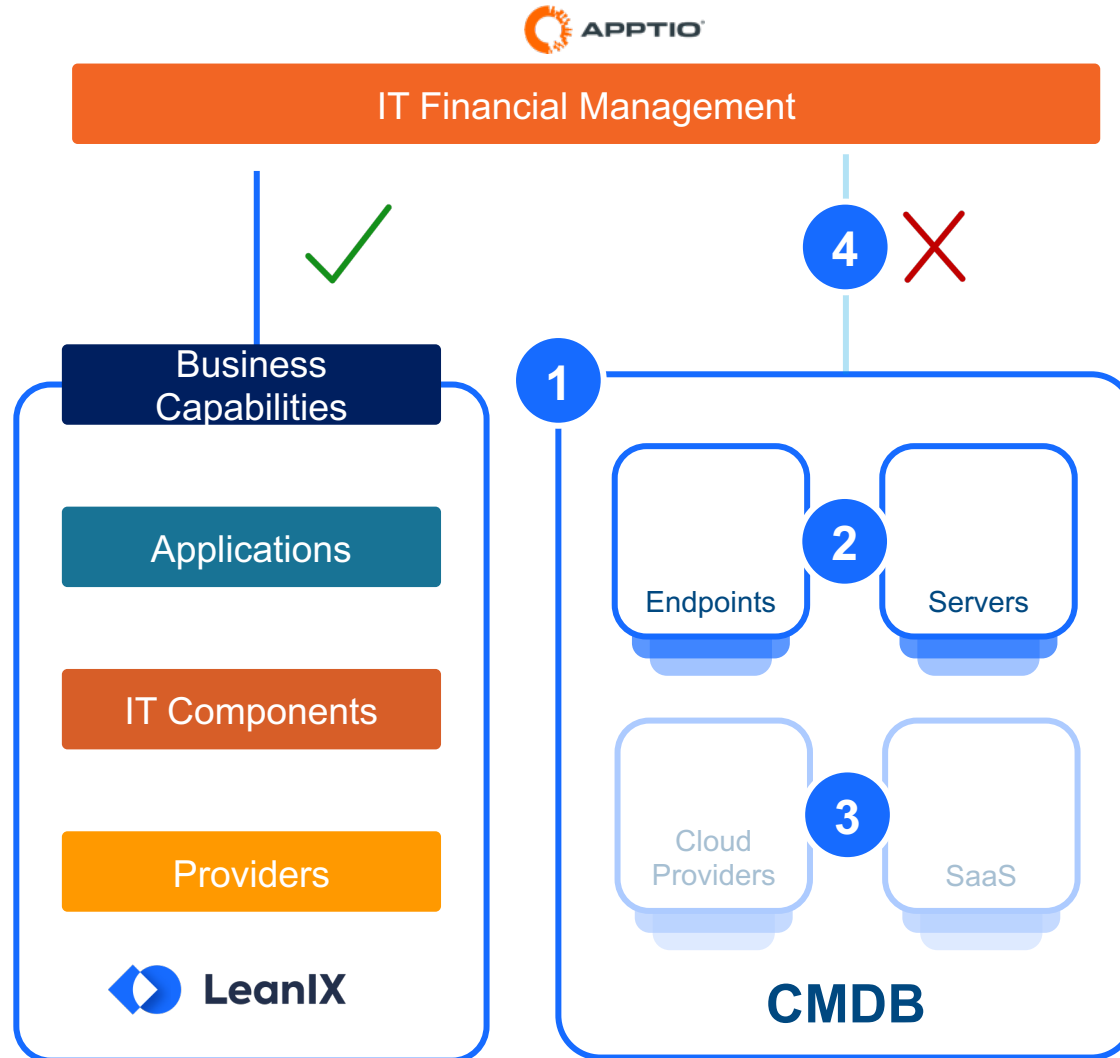
Technology Vendor Management

- Classify and consolidate contracts
- Proactively manage commitments
- Reconcile invoices to usage

Technology Risk Management

- Analyse & track IT component lifecycles
- Stay compliant & reduce IT risks
- Reduce IT complexity

IT Financial Management can't rely on a CMDB only!



- 1 Constantly outdated data in CMDB
- 2 Security risk and high effort due to Inventory Agents
- 3 Missing reflection of Cloud and SaaS
- 4 Lacking alignment of Business Capabilities and IT

Development of integration in two phases

Phase 1



Scope

- Collaborative, distributed incremental data entry in LeanIX
- Schedule periodic data pulls from LeanIX into Apptio
- Access existing or build new dashboards & reports in Apptio

Benefits

- Faster ramp-up for new customers
- More complete data
- Higher data quality
- Reduced manual effort

Phase 2



Scope

- High level application cost information in LeanIX (on demand data pull from Apptio CT)
- User access Apptio (via SSO) to review granular application cost information

Benefits

- Cloud transformation planning
- Improved Application rationalization
- Improved stakeholder buy-in
- Reduced manual effort
- Improved 360 view of fact sheet

Live Demo



EA as the **#ENABLER** for Cost Transparency at innogy

innogy SE · Christian Schürmann · July, 2nd 2020

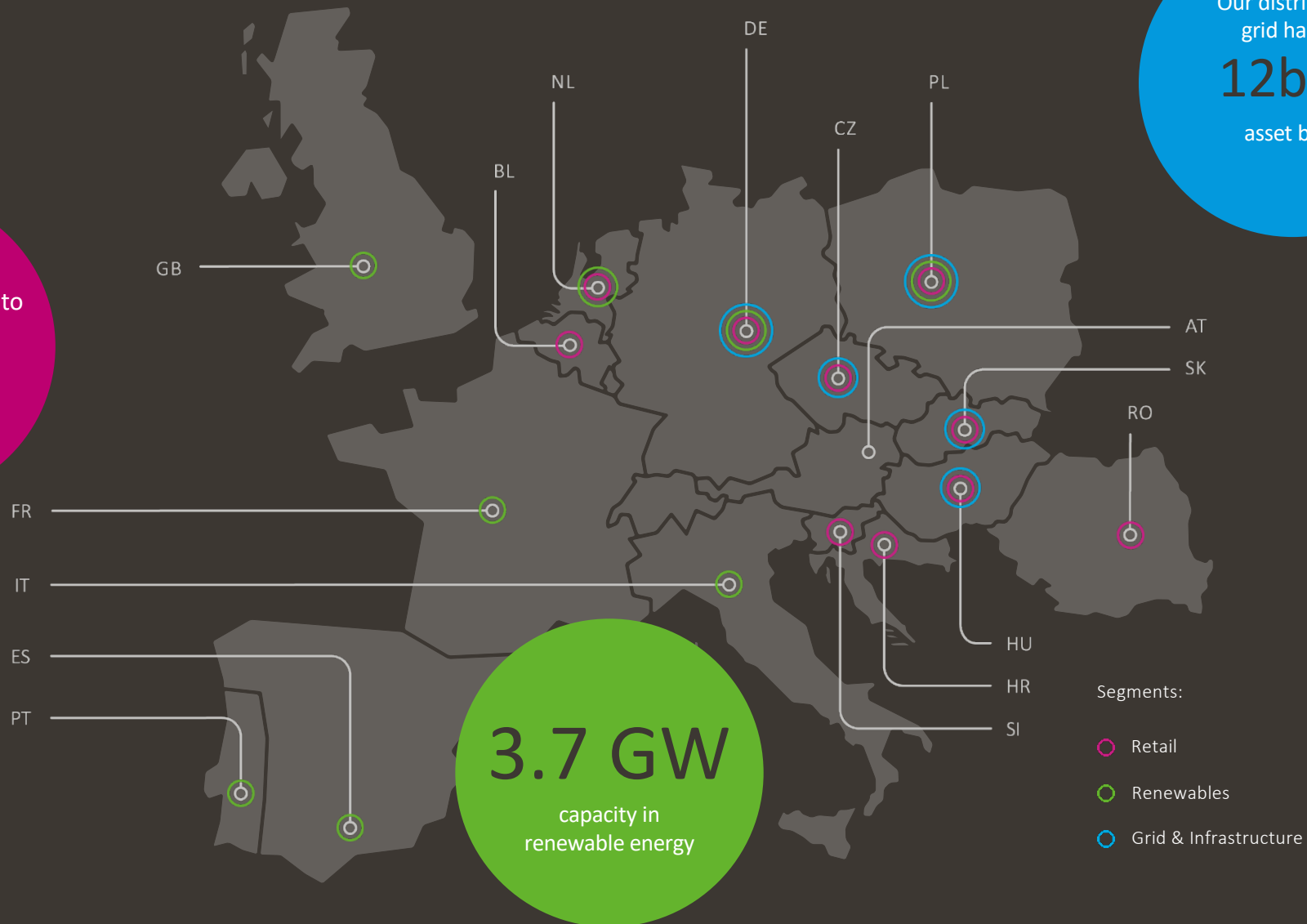
- 
- An aerial photograph of a winding asphalt road on a steep, green mountain slope. The road features several sharp, hairpin turns and is bordered by stone walls. The sun is shining from the top center, creating a warm, golden glow over the landscape. The road leads down towards a small cluster of buildings in the distance.
- 1 Introduction
 - 2 The Transparency@IT initiative
 - 3 Enterprise Architecture and IT cost transparency
 - 4 From theory to practice
 - 5 Lessons learned / Q&A

1. Introduction

innogy today

We offer
Energy+ and
Commodity Services to
21 million
customers

Our distribution
grid has an
12bn€
asset base



1. Introduction

innogy tomorrow

EXPLORE
TOMORROW

innogy as part of the **new E.ON** ...

... with **~53m customers**
for Energy+ and Commodity Services



... and a **~34bn€** grid asset base



combined of E.ON and innogy reported in 2018

e.on



Renewables as part of RWE
with an **installed capacity of**
~9.5 GW

RWE



The Transparency@IT initiative

#PIONIERGEIST

2. The Transparency@IT initiative

THE ZOMBISERVER

Nobody knows...

... who is responsible for it

... who pays for it

... for wich application it is running

... what will happen if you shut it down

... who will provide security updates



Three major goals



A cross-departmental team of experts was formed to review the existing data models and tools to design and implement an integrated solution



information security

Give insight of the critical IT at innogy and help to strengthen them



operational efficiency

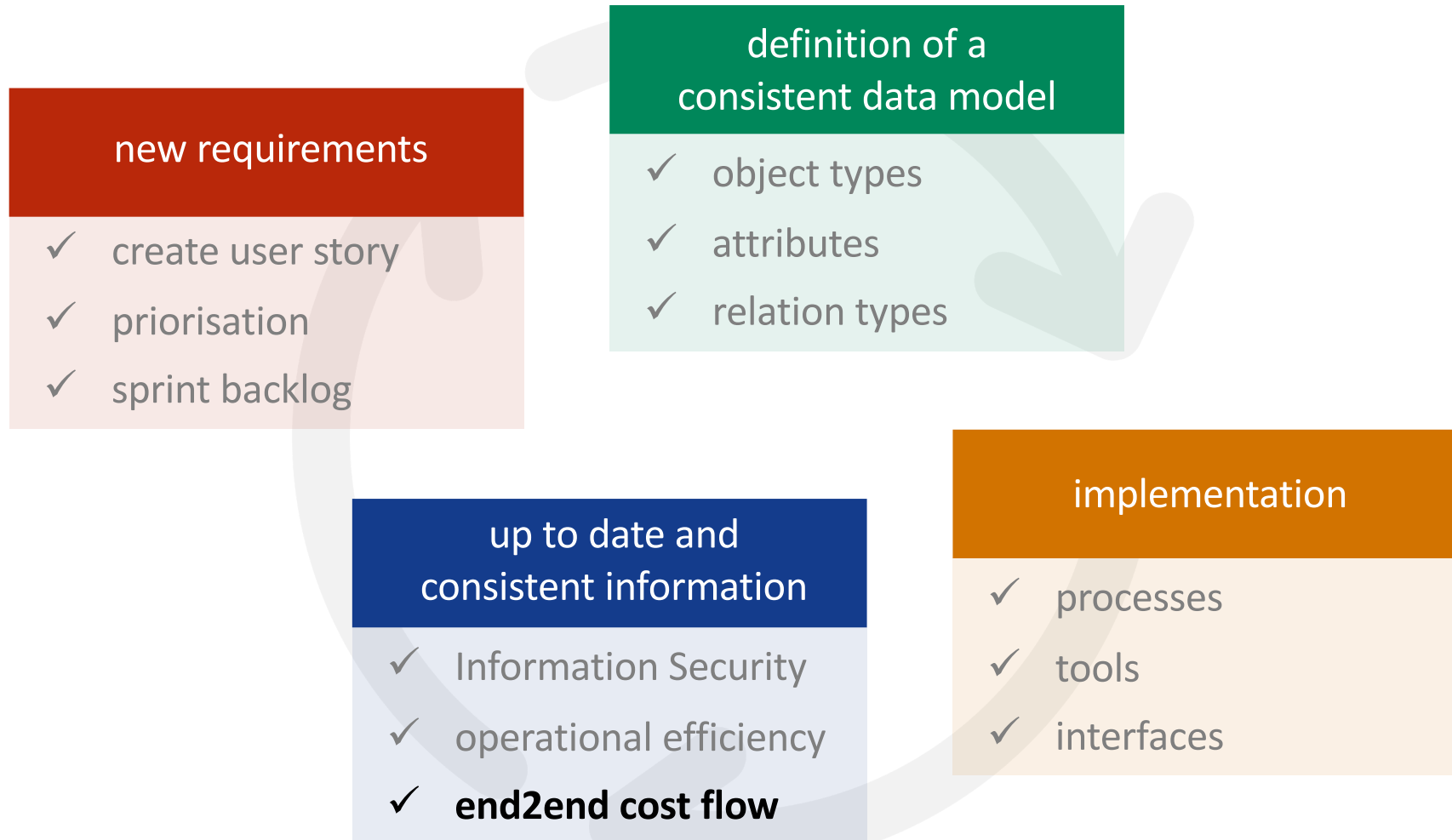
Support the reduction of incidents with a well documented and transparent IT Landscape



end2end cost flow

Enable IT and Business for „insight hunting“ to deliver the IT Services cost efficient

Steps of enablement



Development Principles



Focus on shared items
(object types & attributes)



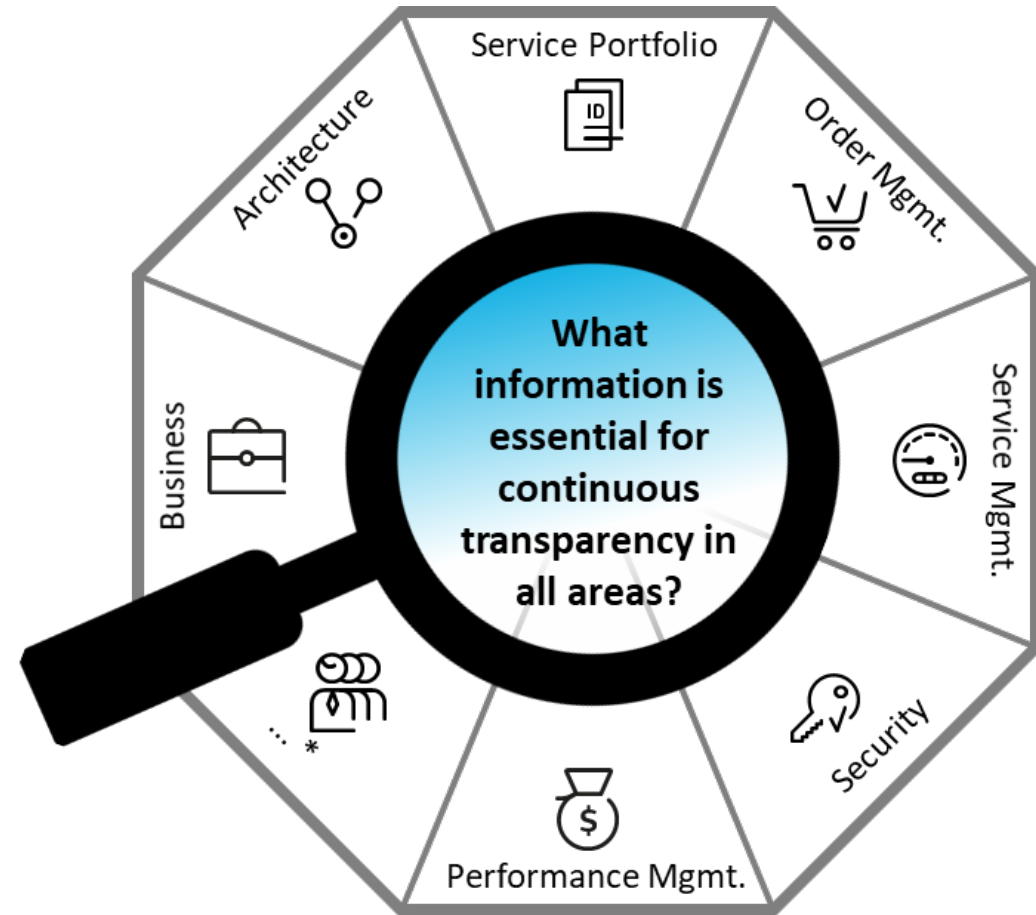
Consider Master Data Management
(leading systems, accountabilities)



Existing data models have to been used as a **baseline**



Tools already in use (or planned) **are not questioned**



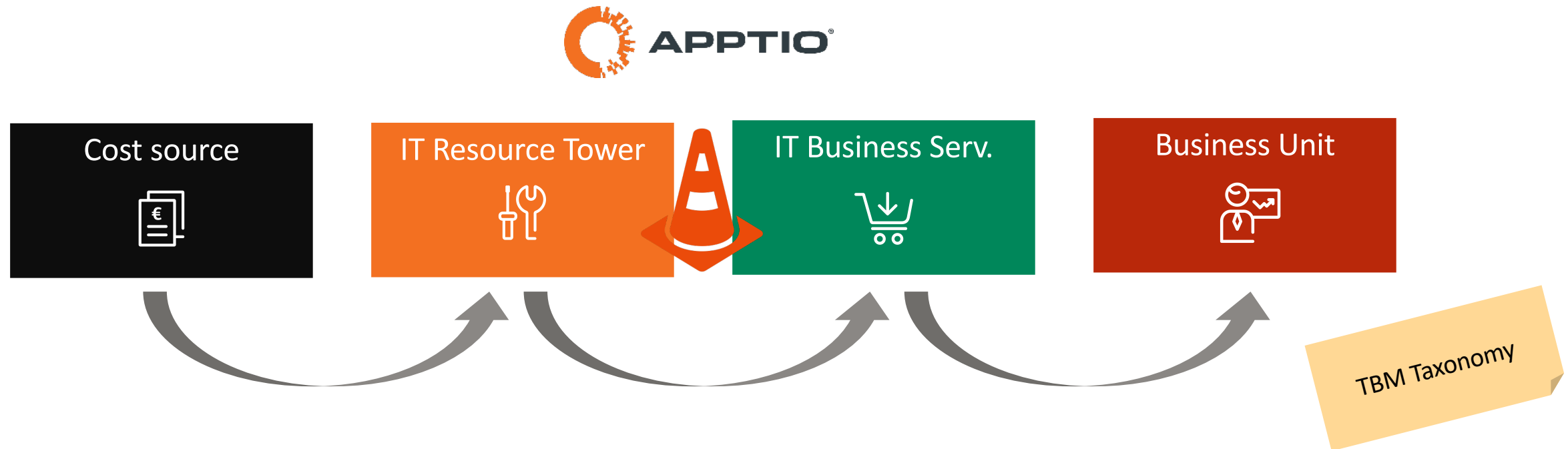
A photograph of two men in an office setting. One man, with a beard and wearing a light blue shirt, is seated and pointing at a computer monitor. The other man, wearing a blue patterned jacket over a grey shirt, is standing and leaning over the desk, looking at the screen. The background shows office shelves and a desk lamp.

Enterprise Architecture and IT cost transparency

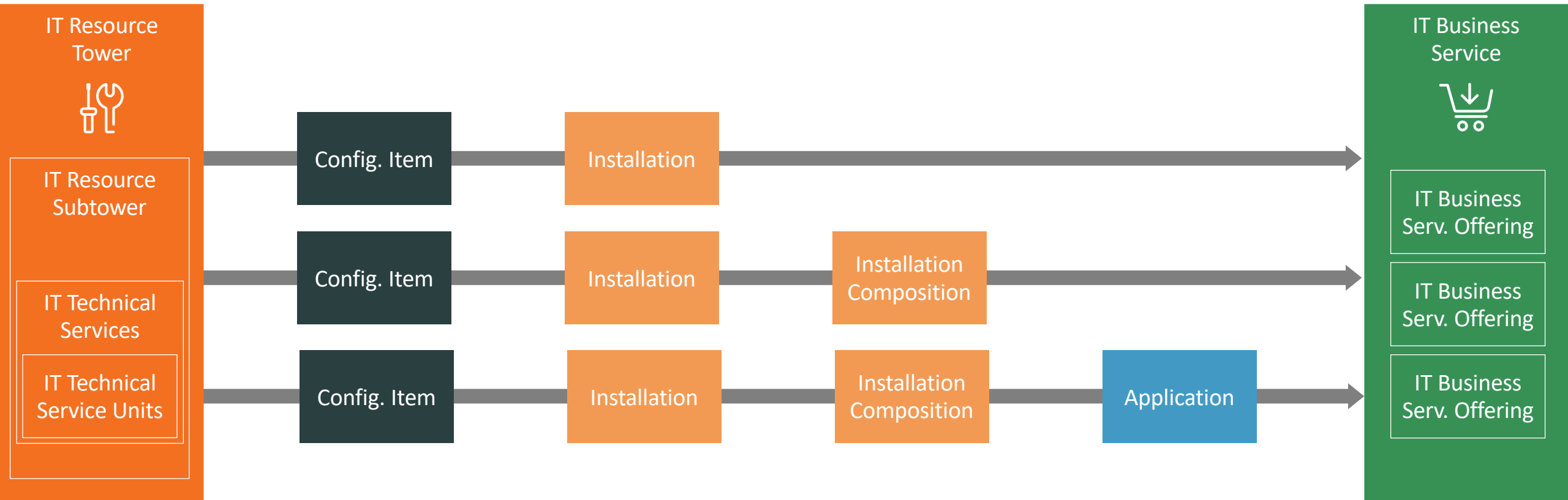
#ENABLING

The Information Backbone in a nutshell!

- The **Information Backbone for cost transparency** is defined by a 4-layer taxonomy representing the IT value chain and different layer of responsibilities.

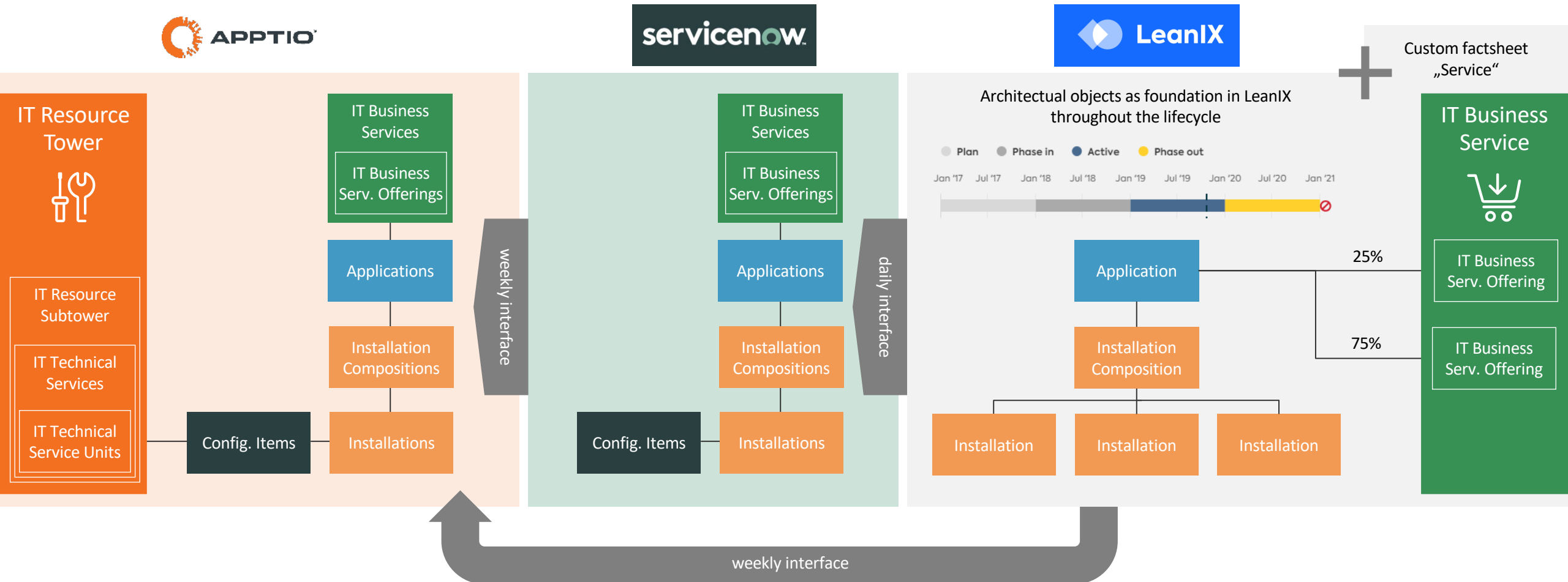


The Information Backbone: Datamodel



3. Enterprise Architecture and IT cost transparency

The Information Backbone: Tools



3. Enterprise Architecture and IT cost transparency

LeanIX Custom Factsheet „Service“

Any Installation Composition ✓ 3%

Fact Sheet Subscriptions (0) Comments (0) Documents (0) Metrics Surveys (0) Last Update (less than a minute ago)

Services (3)
(Optional)

Which Services are provided by this IT Component?

S Business Application Service / Business Service Offering 1
QAS: approved Segment: Corporate SrvObjType: IT Business Service Offering SrvType: BAS
Contribution: 20
S Business Application Service / Business Service Offering 2
QAS: approved Segment: Corporate SrvObjType: IT Business Service Offering SrvType: BAS
Contribution: 30
S Business Application Service / Business Service Offering 3
QAS: approved Segment: Corporate SrvObjType: IT Business Service Offering SrvType: BAS
Contribution: 50
Services Contribution 100

Service *

Search for Fact Sheet

Active from yyyy-mm-dd Active until yyyy-mm-dd

Description

Contribution

Contribution of this Application to the Service in values between 0 and 100.

Delete entry Cancel Save & New Save & Next Save



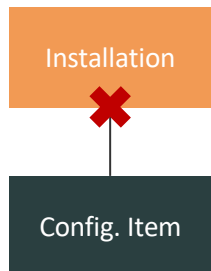
From theory to practice

#IMPLEMENTATION

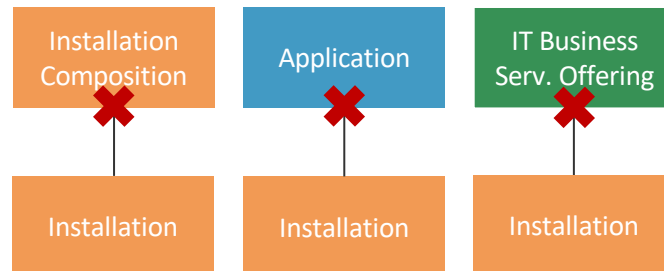
Inventory phase: Fallout Report



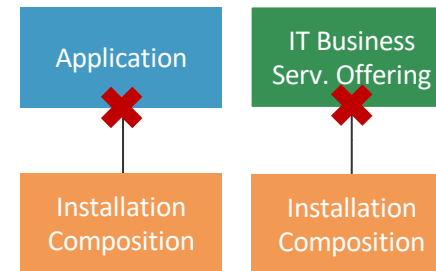
A **Fallout Report** was created in Apptio to find out how many objects did not have the necessary mapping.
The objects with the **highest costs** were **processed first**.



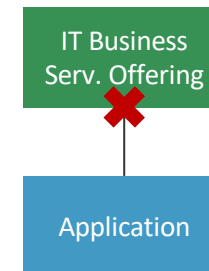
How many **Configuration items** are not linked to an:
- **Installation**



Which **Installation** is not linked to an:
- **Installation Composition** or
- **Application** or
- **IT Business Service Offering**



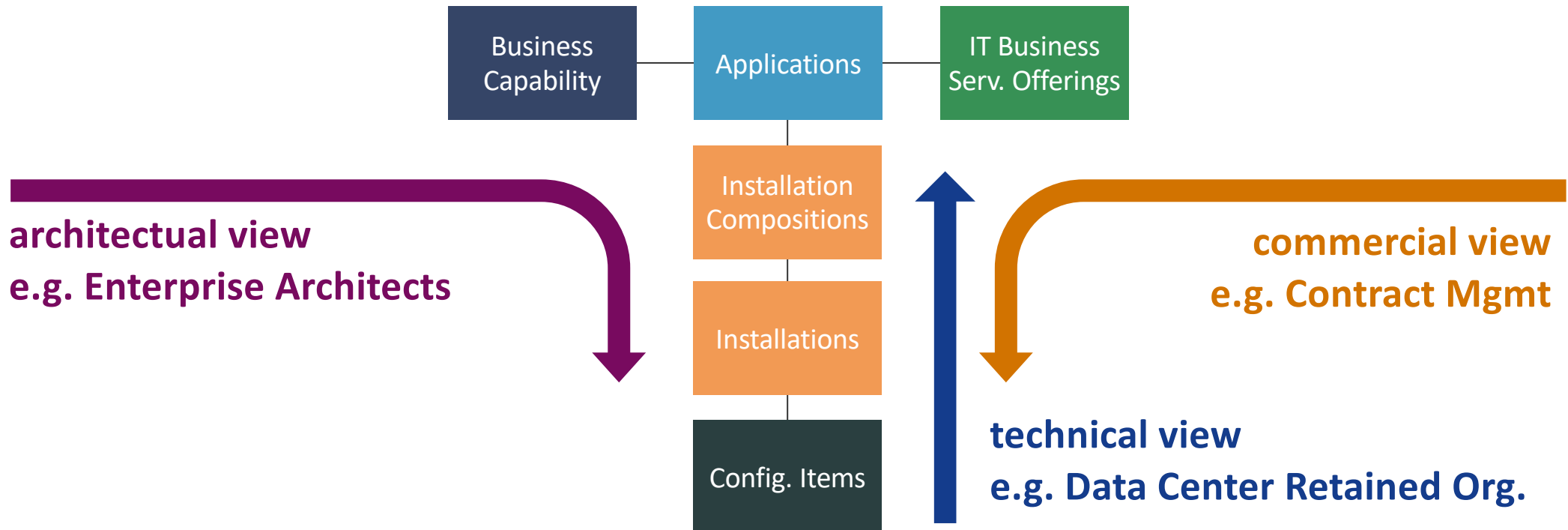
Which **Installation Composition** is not linked to an:
- **Application** or
- **IT Business Service Offering**



Which **Application** is not linked to an:
- **IT Business Service Offering**

Rollout Plan Transparency@IT

The inventory was a common task of different roles in the IT



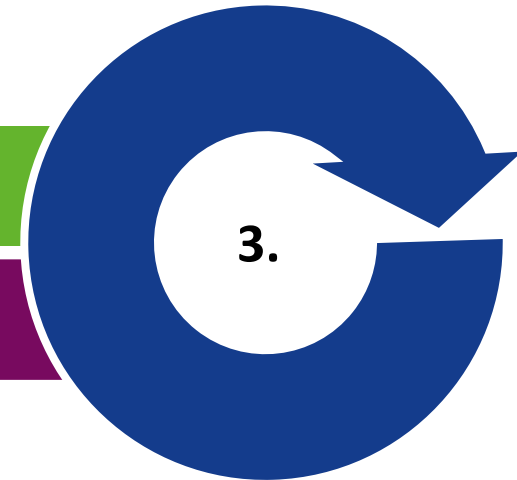
Rollout Plan Transparency@IT

The Rollout started in three waves

1. Initial data inventory at Central IT and Corporate
2. Initial data inventory at Business Segments
3. Continuous data maintenance by standard processes

1. Central IT & Corporate

2. Business Segments

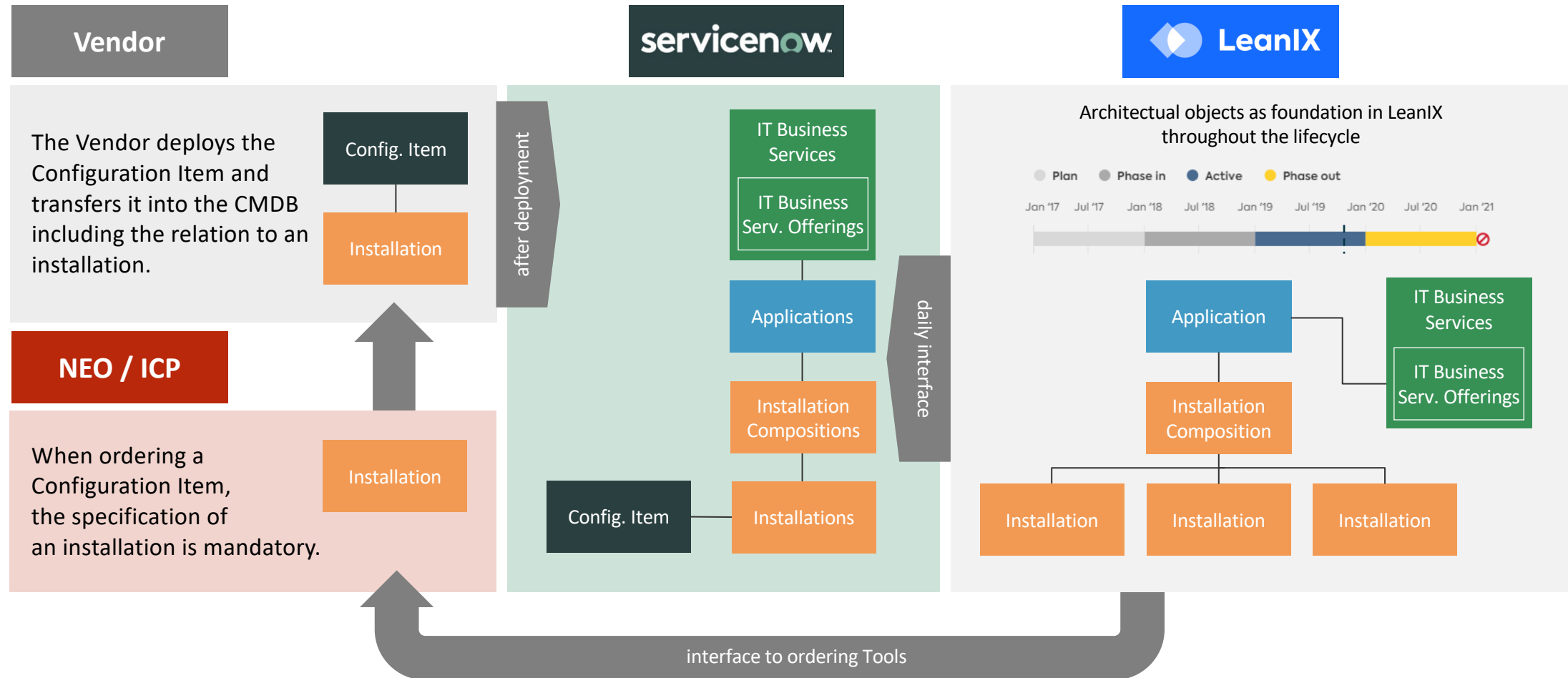


From initial data acquisition...

..to continuous maintained data

4. From theory to practice

Up2date information: Ordering / automation



4. From theory to practice

Architecture mapping example: E-Mail

T@IT

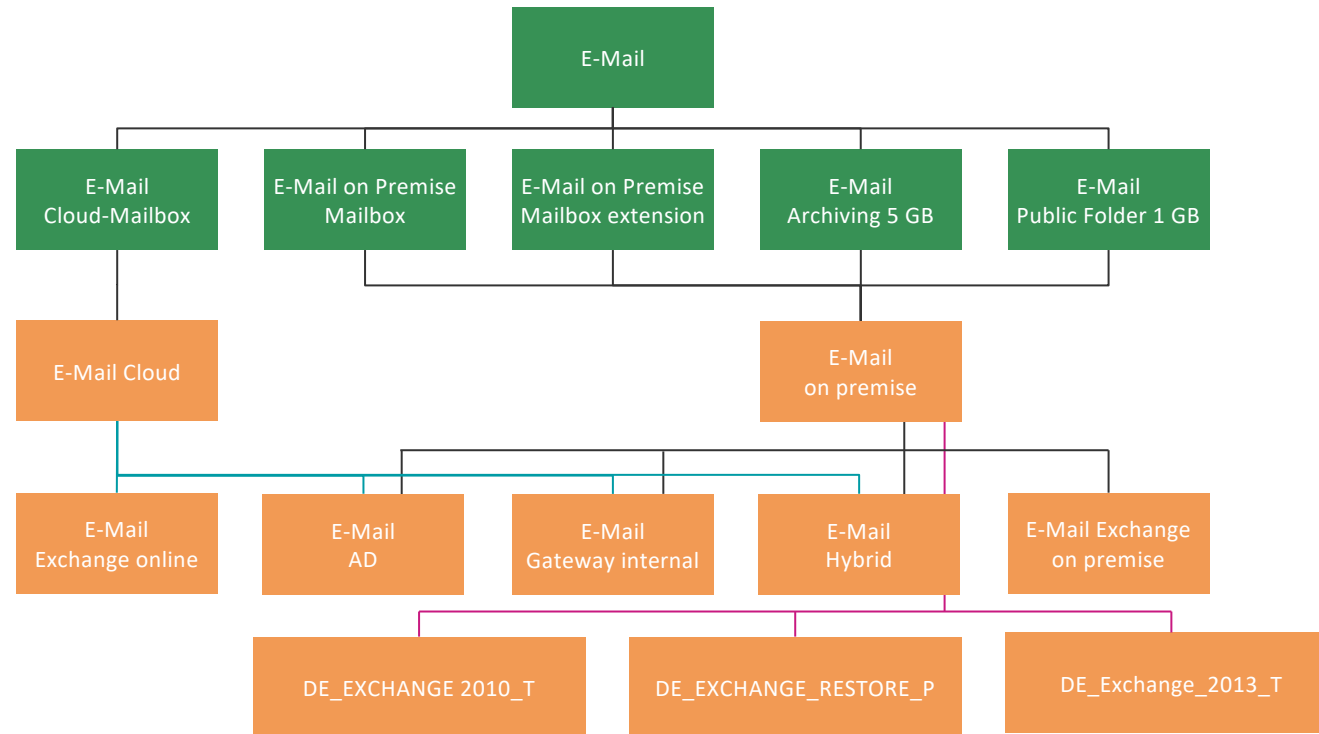
IT Business Service
(End User Service)

IT Business Service
Offering

Installation
Composition

Installation
(productive)

Installation
(test)



LeanIX

Service

IT Component

4. From theory to practice

Architecture mapping example: SAP Application



Other use cases (beside cost transparency) are also shown e.g. lifecycle management / technology risk management



4 - IT Business Services

IT Business Services

IT Business Services Details

Architecture Details

Service Type: Business Application Service

Service Name:

Service Owner:

Service Offering

No Filter Applied ▾

Cost

34,05T €

Budget: 46,76T €

Cost YTD

294,84T €

Budget YTD: 374,06T €

Back to
Service
Overview

Service Overview Cost Structure Resource Structure App Support & Ops Architecture Software BU Consumption

Service Offering Cost

Service Offering ID	Service Offering	Unit of Measure	Cost ▼	Budget	YTD Cost	YTD Budget
IBU000317		per service, per month	4.071 €	4.988 €	33.691 €	39.906 €
IBU000321		per service, per month	3.981 €	4.743 €	32.637 €	37.946 €
IBU000314		per service, per month	2.789 €	3.505 €	23.222 €	28.042 €
IBU000320		per service, per month	2.556 €	3.179 €	21.153 €	25.431 €
IBU000323		per service, per month	2.556 €	3.179 €	21.153 €	25.431 €
Total			34.046 €	46.756 €	294.841 €	374.058 €

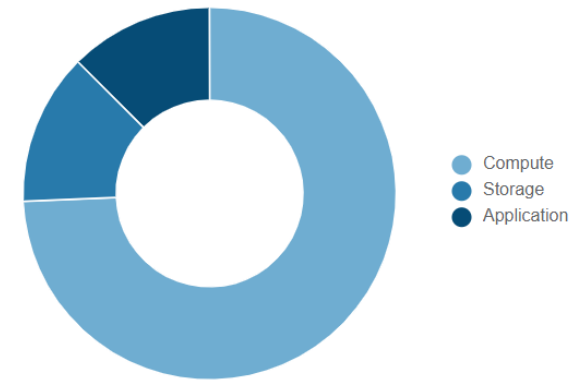
Page 1 of 4 Displaying 1 - 5 of 17

Service Offering Unit Rates

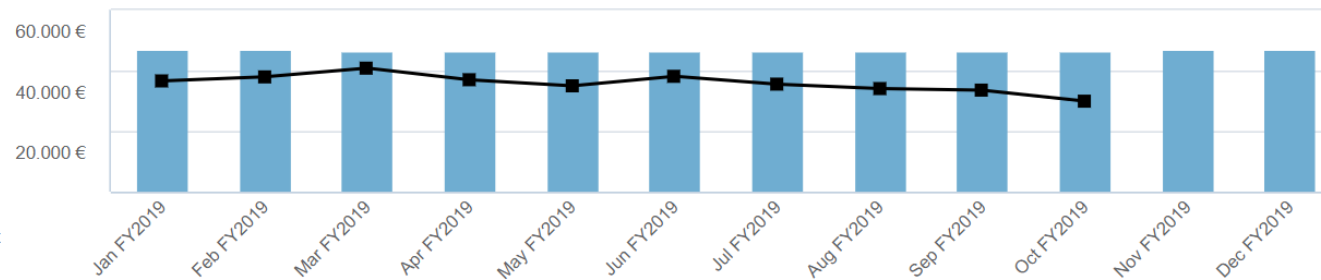
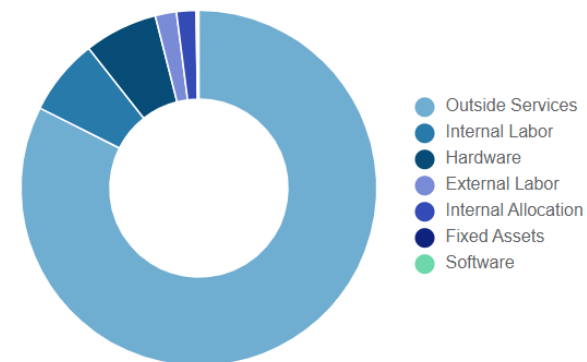
Service Offering ID	Service Offering	Unit of Measure	Planned Billable Units ▼	Billable Units	Planned Unit Rate	Actual Unit Rate
IBU000916			0,00	,00		0,00
IBU000896			0,00	,00		0,00
IBU000327		per service, per month	0,00	,00		0,00
IBU000326		per service, per month	0,00	,00		0,00
IBU000325		per service, per month	0,00	,00		0,00
Total			0,00	,00		0,00

Page 1 of 4 Displaying 1 - 5 of 17

Resource Tower Composition FY Budget



Cost Pool Composition FY Budget



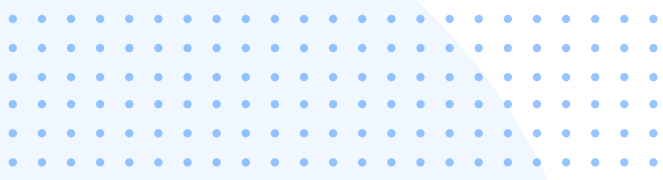
Lessons learned

- ✓ Good **backlog management** is important
- ✓ Team should be **cross-functional** (avoid the "ivory tower")
- ✓ Resources should also be available for the initiative (**commitment!**)
- ✓ Employees should **identify** with their role in the team
- ✓ **Line tasks** may **not** become part of the initiative
- ✓ A **common data model and terminology** are extremely important
- ✓ Delicious **Snacks** & good **Coffee** are mandatory



**Würden wir alles wie immer
machen, würden wir
wieimmergy heißen.**

#PIONIERGEIST



Q&A

Thank you for joining us!

Check LeanIX upcoming events here:

www.leanix.net/en/company/events

<https://info.apptio.com/leanIX-accelerating-digital-transformation-with-apptio-regpage.html>

