



Sierra-Cedar's TCO Analysis Provides Facts

Sierra-Cedar's Total Cost of Ownership (TCO) calculator helps an organization compare their current solution to a SaaS system. Our calculator helps organizations answer the following questions:

- Why would a SaaS solution make sense?
- When should I consider a SaaS solution?
- How would my staffing needs change?
- What is the complete SaaS cost, beyond the service fees?
- What are the benefits?

How the Model Works

Sierra-Cedar's TCO Calculator combines input from your organization along with our proprietary metrics to present a comprehensive overview of all of the costs and benefits of your current solution(s) with up to two SaaS systems. Our calculator goes beyond the SaaS subscription fees; it includes the following categories of costs over a multi-year timeframe:

- License fees and maintenance for your existing system
- SaaS subscription fees
- Outsourcing and hosting, when applicable
- Infrastructure
- Implementation
- Upgrades/updates for all applicable systems
- Organizational Change Management (OCM)
- Ongoing systems support for all the systems

The model captures your hard costs and also presents hard dollars benefits, such as reduction in upgrade costs, lower integration costs, and elimination of infrastructure costs. It also presents the likely impact of productivity gains and other benefits, with the option to include or exclude these benefits in the final cost analysis.

TCO for Your Organization

Sierra-Cedar works with organizations to evaluate any number of different scenarios for deploying SaaS:

- Compare costs for SaaS HCM against your current solution or between SaaS solutions
- Compare deploying an entire SaaS HCM suite or various SaaS applications
- Create your TCO comparison over different periods: e.g., 3, 4, or 5 years
- Create a Fast-TCO using our industry defaults; you only provide company size, industry, and applications that you want to compare.

HCM Roadmap and Benchmark

Along with our exclusive TCO assessment, Sierra-Cedar offers companion services to create an HCM benchmark accompanied with a strategic HCM technology roadmap. Our complementary TCO assessment, along with our

fixed-fee benchmark and Strategic Roadmap service, provides you with a comprehensive plan for your HCM technology future.

C-Suite Services

Sierra-Cedar offers a comprehensive collection of management consulting services, from fee-based services to complimentary access to our proprietary world-class research. Our research is available via different media: live meetings, webinars, research papers, and blogs.

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Sierra-Cedar delivers industry-focused client success by providing consulting, technology, and managed services for the deployment, management, and optimization of next-generation applications and technology.

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