

## The Value and Business Benefits of Fluke Networks OptiView Analyzers

### OptiView Analyzer: Business Benefits

#### Improve Staff Efficiency

- Improve workforce productivity by solving problems faster
- Supports collaborative troubleshooting within IT groups
- Identify the severity of issues and impact on users and resources

#### Decrease Cost

- Avoid unnecessary infrastructure expenses with comprehensive visibility into network usage
- Reduce mean time to identification with rapid problem domain (application, server, network) isolation
- Rapid root cause identification with usage forensics

#### Improve Asset Utilization

- Quantify end user quality of experience before and after change
- Consolidate the number of disparate analysis tools

#### Increase Revenue

- Reduce the time to deploy new applications or upgrades
- Ensure end user quality of experience of business critical applications
- Speed “time to value” on key IT projects

### See how the OptiView can pay off for your organization:

How	Savings	OptiView - unique capabilities
<b>Improve the efficiency of your IT staff</b>	20% improvement in staff productivity 33% reduction in remote site support costs Maintain fewer tools/reduce training and maintenance costs	Advanced network analysis features, built-in expert advice and all-in-one capability for troubleshooting, monitoring, trending and alerting –lets you manage the core, remote sites or critical network points with a single tool.
<b>Quickly solve application and network problems</b>	Eliminate nagging, persistent problems that impact network performance and business productivity Reduce MTTR by 25% Reduce escalations to high-cost external consultants	Resolve network performance issues in real-time using vendor independent infrastructure analysis, sophisticated packet capture, decode and automated expert analysis.
<b>Optimize your existing infrastructure</b>	Defer costly WAN upgrades and expansions Improve performance without upgrading infrastructure	Audit WAN usage, eliminate unauthorized application/web traffic, optimize usage Improve utilization of existing network equipment through visibility into the key devices
<b>Speed and simplify the rollout of IT initiatives.</b>	Reduce project deployment time by 20% Speed “time to value” on key IT projects	Assess network readiness prior to deploying new infrastructure or services, fix problems during deployment and validate and document performance after deployment

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OptiView owners see a 20% improvement in staff productivity:

Time one network support staff spends:	Average time spent per week/hours*	OptiView customers average time savings	Productivity Savings with OptiView
Troubleshooting Network Problems	10 hours/wk	25% reduction in MTTR	2.5 hours saved
Planning for deployment project	8 hours/wk	20% reduction in project planning time	1.6 hours saved
Implementing deployment project	8 hours/wk	20% reduction in project deployment time	1.6 hours saved
Updating and maintaining documentation	4 hours/wk	15% reduction in time spent updating/maintaining documentation	45 minutes saved
Managing changes –moves, adds, changes	6 hours/wk	15% reduction in time spent on MACs	1.2 hours saved
36 Hours /Week		<b>7.35 hours saved every week per staff 20% Savings</b>	

OptiView owners see 33% reduction in remote site support costs:

	Remote Sites	Trips per year	Avg. Days per Trip	Avg. Travel Costs	Total Travel Expenses	Total Staff days "out of office"
Remote Site Support Costs	3	9	4	\$1200	\$10,800	36
Value of OptiView: reduce remote site travel by 33% (remote network analysis from main office eliminates need to dispatch staff to remote site)	3	6 Eliminate 3 trips per year	4	\$1200	\$7200 Save \$3600 on travel expenses	24 Staff time savings = 12 days to work on other projects

OptiView owners reduce escalations to high-cost external consultants:

	Consultant Visits per year	Cost per visit	Total consultant fees
Consultant Costs	2	\$10,000	\$20,000
Value of OptiView: reduce consultant costs by 50% or higher (complete network visibility and on-board expert analysis eliminates need for consultant)	1	\$10,000 Eliminate 1 consultant visits per year	\$10,000 Save \$10K on consultant fees

All above data derived from Fluke Networks during survey of OptiView Owners