

MERCURY™

OPTIMIZE
IT GOVERNANCE

OPTIMIZE

RUN IT LIKE A BUSINESS **IN CONTROL. IN COMPLIANCE. IN ALIGNMENT.**

IT executives are judged on their ability to deliver business results. That's why CIOs and other IT leaders increasingly turn to Mercury for success. These professionals are using Mercury's IT governance offerings to govern and manage the priorities, processes, and people required to run IT like a business.

Mercury is the leader in IT governance software. Our IT governance offerings deliver the visibility and control required to optimize for business impact and comply with regulations and initiatives such as Sarbanes-Oxley, Basel II, and ITIL. We can help you improve business results while reducing the number of project failures, cost over-runs, and compliance breakdowns.

ACCELERATE THE BUSINESS VALUE OF IT

Mercury customers have saved or re-deployed millions in IT dollars and resources within six to nine months of implementing Mercury IT Governance Center™ software. In fact, three of the top five Global 2000 companies selected Mercury for IT governance, and more than 75 percent of the Fortune 100 use Mercury to test and deliver applications, manage and document change, and measure and monitor performance to help ensure business service levels and compliance mandates are met.

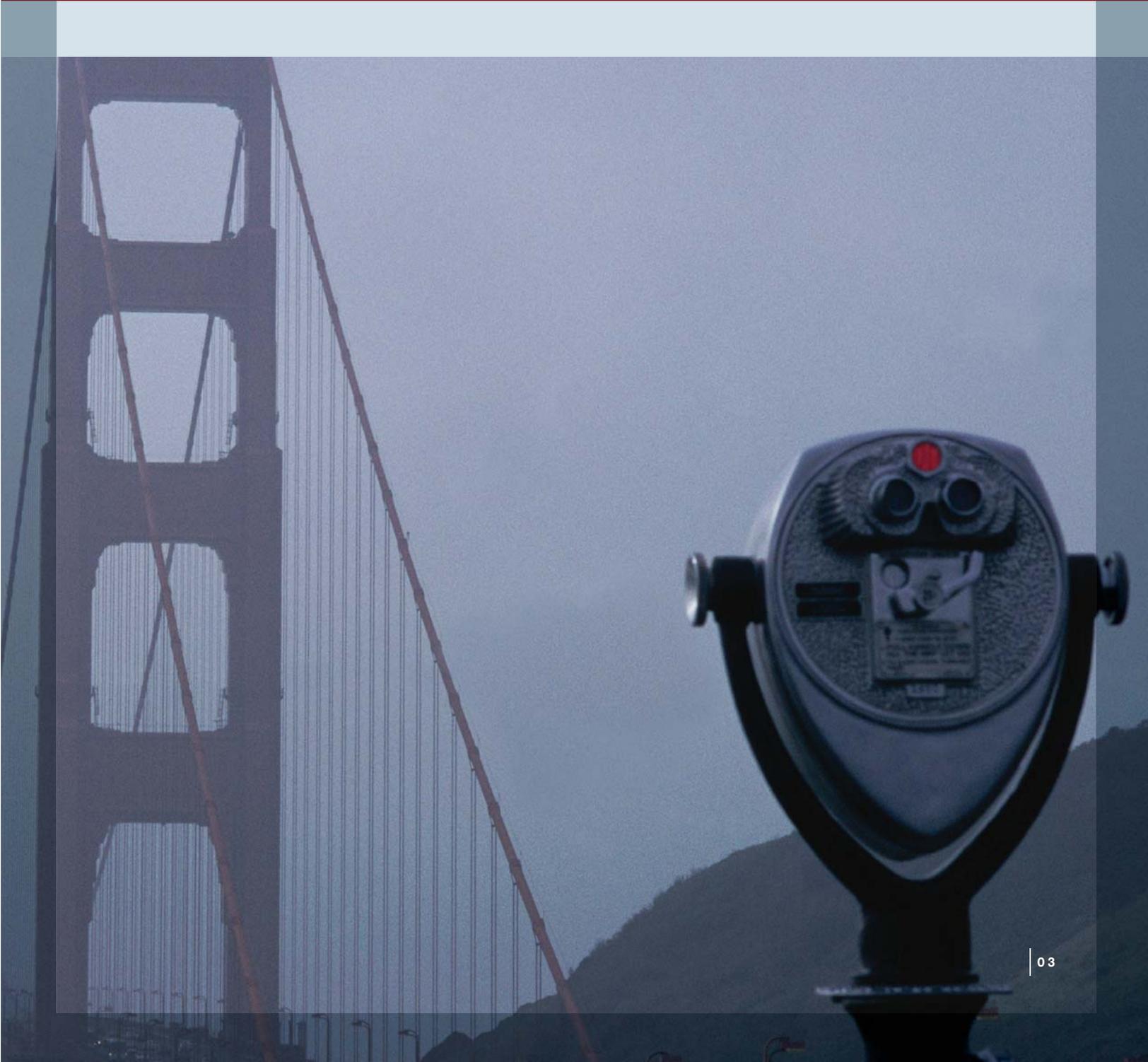
GAIN VISIBILITY AND CONTROL

At the core of Mercury's IT governance offerings is Mercury IT Governance Center, our integrated suite of software, services, and best practices that provides visibility and control over the demands being made of IT, your portfolio of IT projects, and the roll-out of strategic changes.

With Mercury IT Governance Center, you get total transparency regarding IT priorities, projects, and investments. You can effectively decide what to do, or not; when to end projects or eliminate or automate low-value activities; and how to manage time more effectively to free up resources for more strategic projects.

“In the first eight months of using Mercury IT Governance Center, we saved \$10 million in repurposed capital investment, saved \$3.7 million by avoiding investments in non-viable projects, and increased the number of healthy IT projects by 70 percent, by using Mercury to facilitate business and IT working together.”

MICHAEL CARLSON, VICE PRESIDENT, BUSINESS TRANSFORMATION & CUSTOMER VALUE, XCEL ENERGY



OPTIMIZE FOR COMPLIANCE

ACHIEVE SUSTAINABLE COMPLIANCE

Achieving cost-effective, sustainable compliance requires a rigorous, best-practices approach to automating and enforcing IT processes and controls. That's why IT leaders rely on Mercury to automate their assessment of Sarbanes-Oxley and Basel II compliance—and implement a decision-making framework to manage process-focused initiatives such as ITIL, CobiT, CMMi, Six Sigma, and ISO-9000.

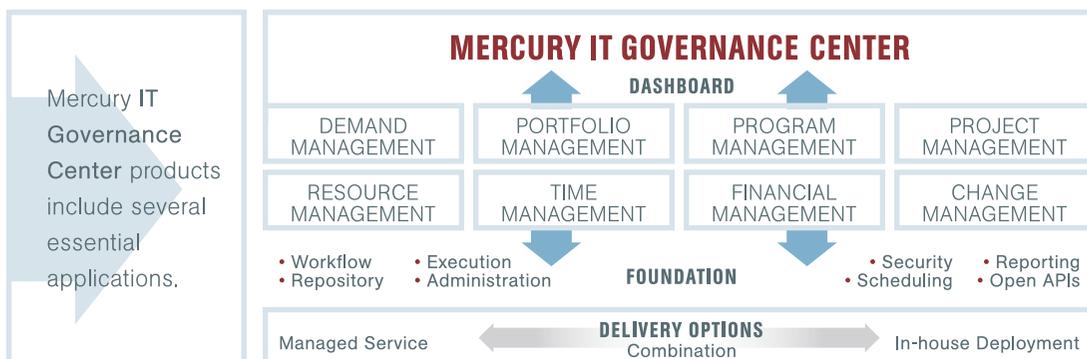
We can help you govern your entire portfolio of IT projects and applications, manage and document change, automate testing to ensure the right changes have been made, and measure and monitor performance to ensure compliance mandates are continuously met.

ALIGN IT WITH BUSINESS GOALS

With Mercury IT Governance Center, you have the power to “do the right things” and to “do things right.” We can help you ensure that both strategic projects and “keep-the-lights-on” IT activities are prioritized, optimized, and aligned with business goals. At the same time, you can reduce the cost and risk of day-to-day IT operations with real-time visibility and control over demand, resources, finances, project execution, application changes, and more.

MERCURY IT GOVERNANCE CENTER

The first solution to offer an integrated approach for achieving effective IT governance, Mercury IT Governance Center combines software, services, and best practices to automate and enforce your IT business processes from demand through production. It goes far beyond basic project management tools to cover the broadest spectrum of IT activities, including portfolio management, project visibility and control, IT services automation, and application change management.



“With Mercury IT Governance Center, every executive will have a dashboard view of the entire portfolio and its performance on a daily basis, allowing the services organization and the business to communicate more effectively. The ability to look at our enterprise needs from a keep-the-lights-on perspective versus a project perspective is key for us because it maps directly back to resource utilization and how those resources are shared.”

MANNY QUILES, VICE PRESIDENT, PROJECT OFFICE, POPULAR FINANCIAL HOLDINGS



OPTIMIZE

FOR IMPACT

A SCALABLE SOLUTION—START SMALL

You can implement Mercury IT Governance Center applications individually, starting with the area of greatest need, then expand across IT, adding value all the way. Here are four popular starting points:

Portfolio Management—Manage your portfolio of current applications, in flight projects, and proposed investments to align IT with business priorities.

Project Visibility and Control—Provide complete visibility into project and program status, using a real-time dashboard to manage assignments, exceptions, and drill down into details.

IT Services Automation—Manage the demand on IT by providing visibility and control over processes and resources—including outsourced processes and resources.

Application Change Management—Digitize the change process to support compliance initiatives, reduce application downtime, lower total costs, and minimize risk.

IT GOVERNANCE LEADERSHIP

Mercury is a recognized leader in IT governance. Gartner, Inc. has positioned Mercury in the leaders quadrant in its Magic Quadrant¹ for project portfolio management (PPM). And Gartner has given Mercury a rating of Strong Positive.²

GLOBAL IT SERVICES AND OUTSOURCING LEADERS EMBRACE MERCURY

Mercury IT Governance Center is used by world leaders in IT consulting, outsourcing, and systems integration to govern IT operations of their own customers. Such firms as Accenture, BearingPoint, Birlasoft, Deloitte Consulting, and Wipro Technologies—who run IT as a business—count on Mercury IT Governance Center to deliver more value to customers. In fact, Accenture is using Mercury to optimize its outsourcing business. “This isn’t going to stop with applications outsourcing,” says James Hall, Managing Partner, Technology and Systems Integration, Accenture. “It will certainly be applied across the rest of our strategic outsourcing business in due course. And we see similar opportunities to deploy this across the rest of our technology and systems integration business.”

BUSINESS TECHNOLOGY OPTIMIZATION

Mercury IT Governance Center gets you on the fast track to Business Technology Optimization (BTO), one of the hottest and most strategic categories in the IT industry. Global 2000 companies use the principles and practices of BTO to automate and optimize critical functions in IT. BTO software ensures IT is governed and managed effectively, and that applications are optimized in pre-production and production to deliver maximum business value.

"[Our] research reveals that firms with superior IT governance had more than 20 percent higher profits than firms with poor governance given the same strategic objectives."

PETER WEILL AND JEANNE ROSS, "IT GOVERNANCE: HOW TOP PERFORMERS MANAGE IT DECISION RIGHTS FOR SUPERIOR RESULTS"; HARVARD BUSINESS SCHOOL PRESS 2004



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Mercury is the global leader in business technology optimization (BTO). We are committed to helping customers optimize the business value of IT.
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