



## **Do You Know Your ROI From Infrastructure Management Software Investments?**

### **Dr. Thomas Mendel, Managing Director Research in Action.**

Investments in Infrastructure Management Software are notoriously difficult to justify. That is why we invented the Research In Action Real ROI Calculations™ methodology. While the Research In Action Real ROI Calculations™ can be applied to assess almost any type of expenditure within the IT organization, it is particularly suited for the tricky ones like Infrastructure Management Software.

Typically, an IT leader would want to use Real ROI Calculations™ to understand the return on the cost of software purchased for various roles such as IT Operations, the IT Service Delivery or Application Development. IT automation vendors promise a variety of benefits being achieved through the adoption of their software but many times lack the proof of Real ROI Calculations™. To understand and guide decision makers through such value conversations, we work with key vendors to assist them with Real ROI Calculations™ projects. The Research In Action Real ROI Calculations™ methodology takes an approach of statistical validity. Every Real ROI Calculations™ project we do is specific to the product or service in question. We use a minimum of 25 survey results taken from actual customer implementations or projects for every ROI calculation we undertake.

You can find an introduction to the Real ROI Calculations™ methodology [here](#). Also, take a look at two example project reports [here](#) and [here](#).

To Infinity...and Beyond!

Dr. Thomas Mendel

#### Real ROI Calculations™ Disclaimer:

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