

# CASE STUDY

## United States Navy

### Managing a Fleet of 400,000 IT Assets

The US Navy operates not only the world's largest collection of ships, submarines, naval aviation, and amphibious ground forces, its IT infrastructure of more than 400,000 computers spans the globe, going wherever the Navy goes. The Navy runs on computers every bit as much as it runs on sea and air vessels, rendering the task of managing and securing of its IT resources a vital national interest. To improve returns on its \$6 billion annual IT budget and bring greater consistency to governance of its global IT infrastructure, the Navy has recruited BDNA Discover™ and Normalize™ as its IT asset management conning tower, chart house, and compass.

**BUSINESS PROFILE**

World's largest naval force.

**INDUSTRY**

Government

**BUSINESS CHALLENGE**

Improving governance for a global infrastructure of more than 400,000 IT assets.

**SOLUTION**

BDNA Discover™ asset inventory and BDNA™ Normalize data enrichment and analysis (successor products to BDNA Insight™ and BDNA Analyze™).

**BENEFITS**

Fast, continuously updated inventories of the Navy's IT assets.

Stronger negotiating positions with software vendors.

Increased transparency for budgeting and investment justifications.

Leveraging this information for additional savings from follow-on software license management, infrastructure consolidation, and compliance projects.

**CHALLENGE**

Few of the world’s top enterprises run an IT operation as vast and complex as that of the US Navy. Operating hundreds of locations, on shore, at sea and in the air, the Navy has an IT budget of six billion dollars. The Navy’s information technology is constantly changing to meet the rapidly evolving needs of its high command in the furtherance of its global mission. In the latter half of the first decade of the 21st century, the Navy launched several strategic information technology initiatives:

- **Adopt new approaches to asset governance.** To reduce IT capital expenditures, the Navy seeks low-cost, automated methods to rejuvenate its asset management programs.
- **Improve vendor management.** The Navy cannot often leverage its buying power across the entire organization due to a lack of consolidated IT-utilization data spanning its numerous locations.
- **Rationalize organization-wide decisions.** The Navy attempted to fund a server consolidation effort in 2005. However, without organization-wide utilization data to prove the need for the project, it was not approved.

- **Identify rogue assets.** Because of the decentralized nature of the Navy’s organization, many unapproved and uncontracted IT assets reside on its networks, jeopardizing compliance and security.

**SOLUTION**

In 2008, the Navy partnered with BDNA to deploy the BDNA software suite to meet its asset inventory goals.

BDNA Discover collects configuration information about all network resources—hardware and software—in a secure and non-invasive manner.

BDNA Normalize filters, categorizes, enriches and analyzes asset inventory data collected by BDNA Discover into actionable information for IT decision-making. Commanders and senior civilian managers can base resource deployment decisions on hard numbers on asset utilization by selected departments, divisions, and sites.

**BENEFITS**

The Navy has been extremely satisfied with the initial results from BDNA.

- **A foundation for next-generation IT-asset governance.** The deployment took 30 minutes and resulted in actionable information on 400,000 IT assets within

60 business days. BDNA continues to provide a complete inventory of all networked assets, updated on a near real-time basis.

- **Ammunition for vendor audits.** Real asset utilization data gives the Navy the backup needed to renegotiate purchase, service and support contracts across the organization.
- **Asset optimization capability.** Analysis of all components of asset ownership-utilization, standards compliance, and obsolescence exposure are collected and can be examined from both a functional and financial perspective. BDNA data provides quantitative evidence of the business case for a variety of initiatives, including the server consolidation project.
- **Tighter compliance and network security.** BDNA Discover and BDNA Normalize identified 800 instances of a database product not approved for use on the network. The Navy can now determine whether these products should be officially purchased or removed. Enhanced security by identifying non-compliant systems and associated risks.

**HEADQUARTERS**

339 North Bernardo Avenue  
Suite 206  
Mountain View, CA 94043, USA  
T +1 (650) 625-9530  
F +1 (650) 625-9533  
americasales@bdna.com

**EAST COAST**

Georgetown Place  
1054 31st Street NW, Suite 300  
Washington, DC 20007, USA  
T +1 (202) 595-7751  
F +1 (202) 625-8376  
americasales@bdna.com

**EUROPE**

121-123 Rue Edouard Vaillant  
92300 Levallois-Perret  
France  
T +33 (0)1 41 27 65 42  
F +33 (0)1 41 27 65 57  
internationalsales@bdna.com

**ASIA-PACIFIC**

2202 West Tower, JiaDu Building  
64-66 JianZhong Road  
TianHe District, Guangzhou  
GuangDong Province, China  
T +8620 - 856 13650  
asiapacsales@bdna.com