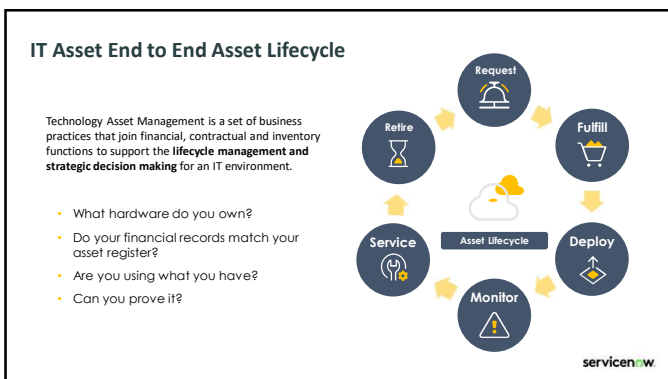




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3

Goals of IT Asset Mgmt.

- Accurate, auditable IT Asset data
- Manage the cradle to grave lifecycle of IT Assets
- Create transparency between the business and IT Asset data
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"Data quality is the currency of IT Asset Management"

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Investment bank pays \$60 million settlement for asset mishaps

Company failed to oversee proper decommissioning of data center equipment

\$60 Million

What happened?

- As datacenters were decommissioned, there was not a proper hardware disposal process in place
- Failed to track obsolete devices and customer data stored on datacenters and network devices
- Improper assessment process and disposal certification of the third-party company responsible for ensuring personal data was removed from data centers and network devices

- Do you know which assets are where in your environment?
- Do you know which are scheduled for refresh or disposal?
- Can you prove it to the CIO?

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University medical school employee steals over \$40 million in IT equipment

Employee has pleaded guilty to federal charges of wire fraud and filing a false tax returns

\$40 Million

What happened?

- Over 8 years, the employee stole \$40million worth of computers and electronics from the school
- Avoided approvals with orders under \$10k threshold
- Stolen property was sold to a out-of-state company, and employee used the proceeds to buy four homes and six luxury cars
- Anonymous tipsters saw employee loading new assets into their car

- Do you know which assets are where in your environment?
- Can you reconcile orders, receipts and inventory?
- Can you prove it to the CIO?

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Why technology investments go to waste

Process inefficiencies


- Disconnected tools
- Siloed teams

Lack of cost visibility

- Limited or no usage visibility
- Shadow IT, app and cloud sprawl


Reactionary fire drills

- Low/no audit defense
- Unbudgeted, surprise costs

???


Manual work reinforces siloes


- Assets get lost in their lifecycle
- Creates "Guesswork" – What task comes next?
- Frustrates teams and lowers productivity/innovation
- Unable to quantify hidden risks



7


Business challenges with technology asset management

Control




Significant IT dollars spent managing infrastructure with little or no ROI. Standards are not governed or coordinated by IT and Supply Chain

Visibility




Multiple systems without integrations to a single authoritative source allowing for visibility into normalized asset data.

Support




Distributed Decentralized and Silo-ed. Becomes even more magnified with global organizations.

Compliance




Robust Relational Database (s) or CMDB(s), with no efficient, predictable way to get maintain asset accuracy cradle to grave.

Scope




Expanding asset scope. There is a fundamental need to manage these devices both on and off the network.




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Just a few examples of where visibility is lost:


Operational Activity

- Leases/Renewals
- Swap/Disposals
- License True Ups


Company Changes


- M&A Activity
- Reduction in Force
- Remote Workers


Business Initiatives

- Budget Cuts
- App Rationalization
- Data Center Consolidation
- Digital Transformation




Compliance Risk

- Vendor Audits
- Stockroom/Location Audits
- Government/Industry Regulations

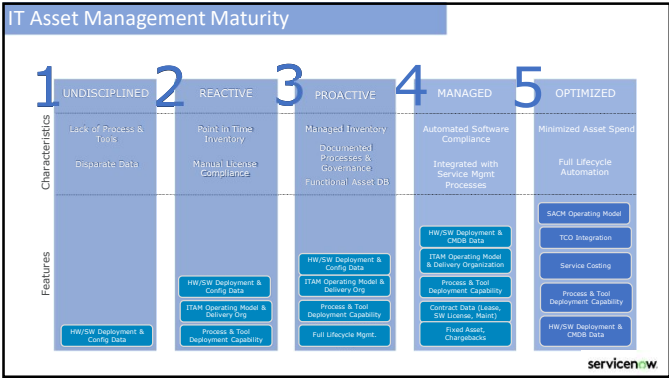

Security Risk

- Visibility into cloud and on-premises resources
- Lost/Stolen/Ghost Assets
- Vulnerability
- End of Support

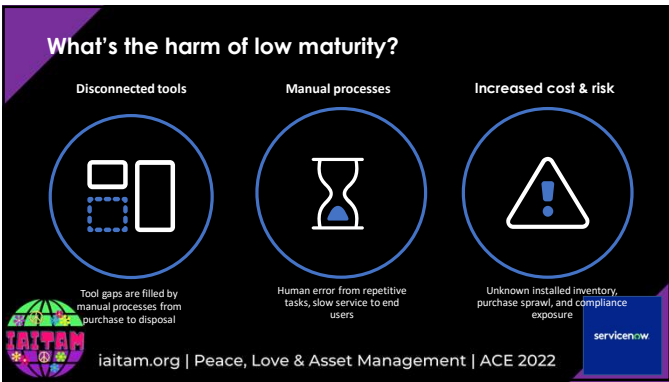
Constant change makes visibility even more challenging

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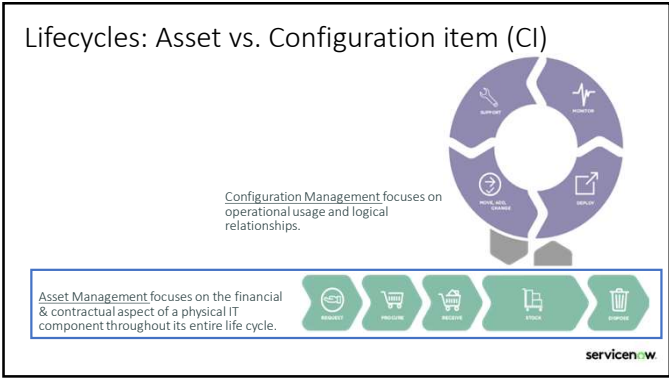
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Can we take the value we create for our businesses from asset lifecycle maturity and apply it to non-IT use cases?

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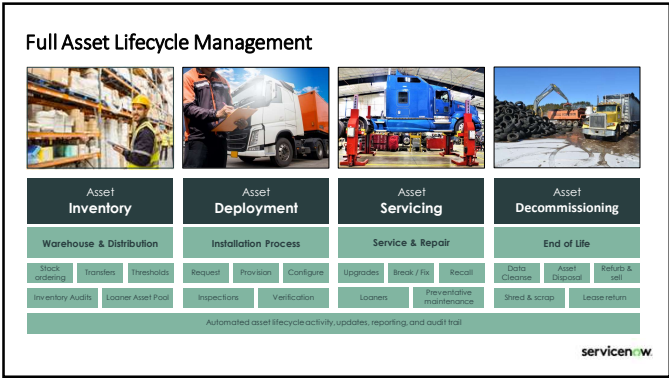
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Full Asset Lifecycle Management – beyond IT

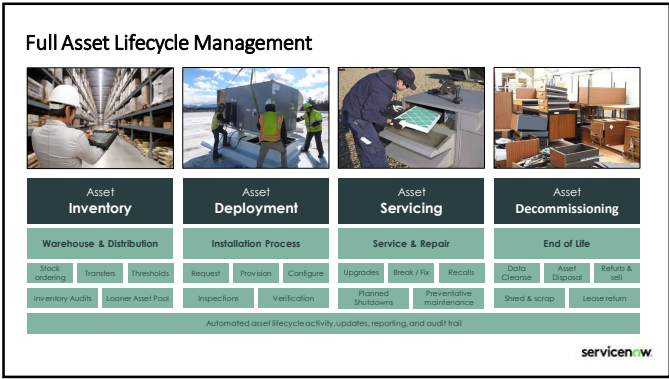
Asset Inventory	Asset Deployment	Asset Servicing	Asset Decommissioning
Order Tasks	Install/Deploy Tasks	Service & Repair Tasks	End of Life Tasks
Stock ordering Transfer Thresholds	Request Provision Configure	Upgrades Break / Fix Recalls	Data Cleanse Asset Disposal Refurb & sell
Inventory Audit Loaner Asset Pool	Inspection Verification	Planned Shutdowns Preventative maintenance	Shred & scrap Lease return
Automated asset lifecycle activity, updates, reporting, and audit trail			

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Can Asset Management data be used to help my business in ESG?



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Make ITAM a key player in your ESG strategy

Workflow a sustainable world with Hardware Asset Management

Hardware Asset Management offers prescriptive workflows to help you find a second life for your aging assets

Make a global impact:



Environmental

Reduce e-waste and landfill contributions by recycling, repurposing, and properly disposing technology assets



Social

Support your local communities by closing the digital divide and donating aging assets to those in need



Governance

Establish strong governance through ethical, transparent, and secure HAM practices





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