

IAITAM ACE 2025

ITAM - Another Brick In The Wall

The IT Asset Equation: Maximize Value and Minimize Waste

Description:

Are your hardware assets sitting idle or delivering results? Learn how simple actions can immediately transform your approach to asset management, from reducing waste to streamlining costs. Walk away with practical techniques to decrease stock dwell time, improve asset utilization, and keep costs under control. Learn how to make data-driven decisions that make your job easier and your boss happier. This session will give you the insider tips and tricks you need to create a more efficient IT environment today along with insights into preparing for upcoming enhancements of AI optimization and advanced tracking techniques of tomorrow.



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The IT Asset Equation: Maximize Value and Minimize Waste

Tom Watson
President & CEO
Asset Management International



April 22-24, 2025 | The M Resort Spa Casino | Las Vegas, NV





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How much unused computer equipment is sitting in your company right now?



**Twenty to thirty percent
of IT assets go unused.**

Wastes money

Security risk

Creates e-waste



It's easy to up your game.

Ghost assets

Stock dwell time

Utilization gaps

Data-based decisions

Preparing for AI



Ghost assets

Equipment that is still on your books even when it's lost, unusable, stolen, or missing.



CASE STUDY

The National Credit Union Administration was audited by the Inspector General.

25% of inventory records (5,500 machines) were wrong or missing.

21% of laptops were missing or unaccounted for.

\$440K paid in leases for unused equipment.



Ghost assets

How much are you wasting?



Ghost Asset Calculator



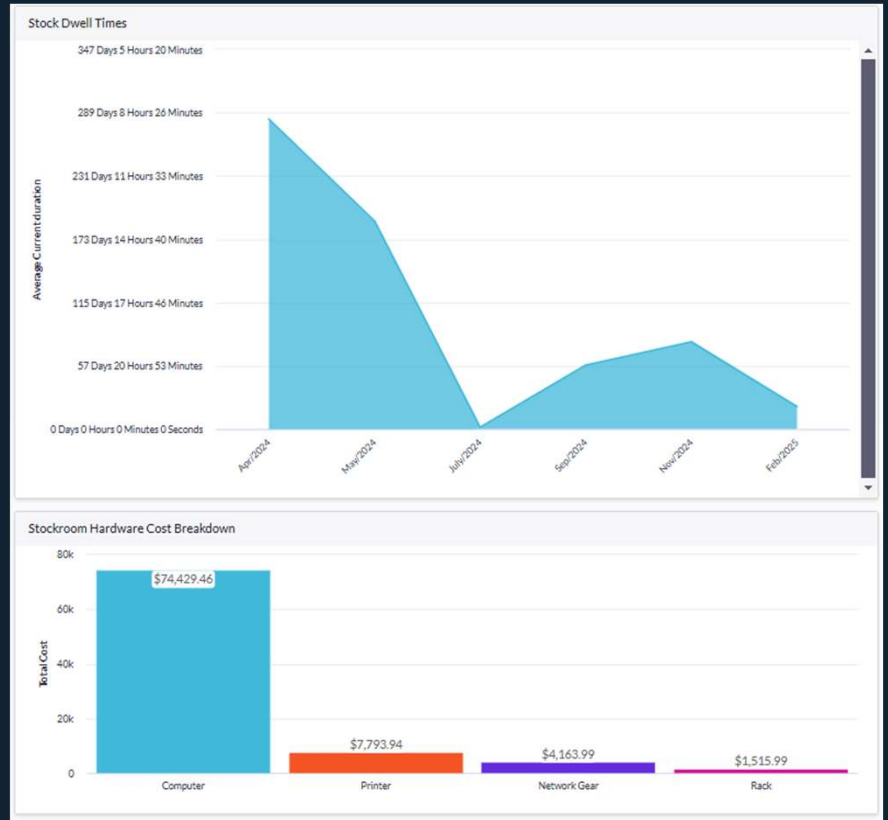
FREE TOOL



Stock dwell times

How long is something sitting around before it's deployed?

You are paying tax, burning warranty, and overspending.



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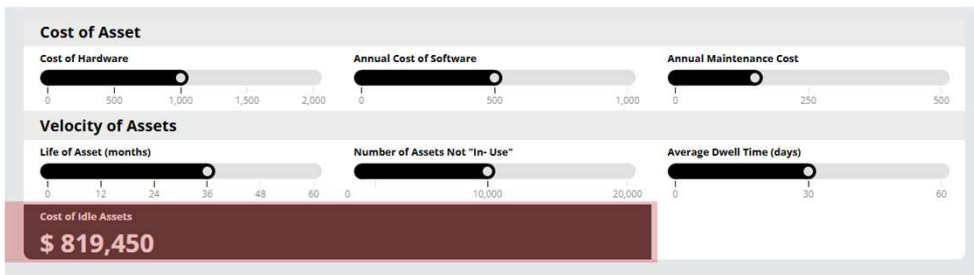
CASE STUDY

| | | |
|-------------------|-------------|-----------|
| Idle Computers | 500 | 200 |
| Price | \$900 | \$900 |
| Face Value | \$450,000 | \$180,000 |
| <hr/> | | |
| Utilization Delay | 4 months | 4 months |
| Depreciation Loss | \$30,000 | \$4,500 |
| Warranty Waste | \$50,000 | \$10,000 |
| Property Tax | \$4,500 | \$720 |
| Storage | \$50,000 | \$6,000 |
| Cost of Capital | \$7,500 | \$1,200 |
| <hr/> | | |
| Idle Asset Cost | \$1,420,000 | \$22,420 |



Stock dwell times

Right amounts at the right time.



Dwell Time Cost Calculator



FREE TOOL



Asset utilization

What is your equipment uptime and how do you plan around maintenance and unplanned downtime?

CASE STUDY

Castrol

Needed to reduce finished goods inventory without impacting customer service.

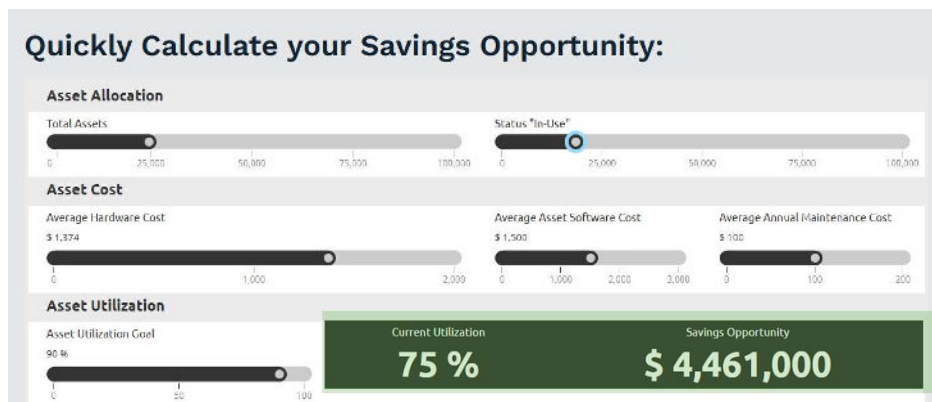
35% reduction in inventory over 2 years.

9% increased order fill rate leading to higher csat.



Asset utilization

How much could you save?



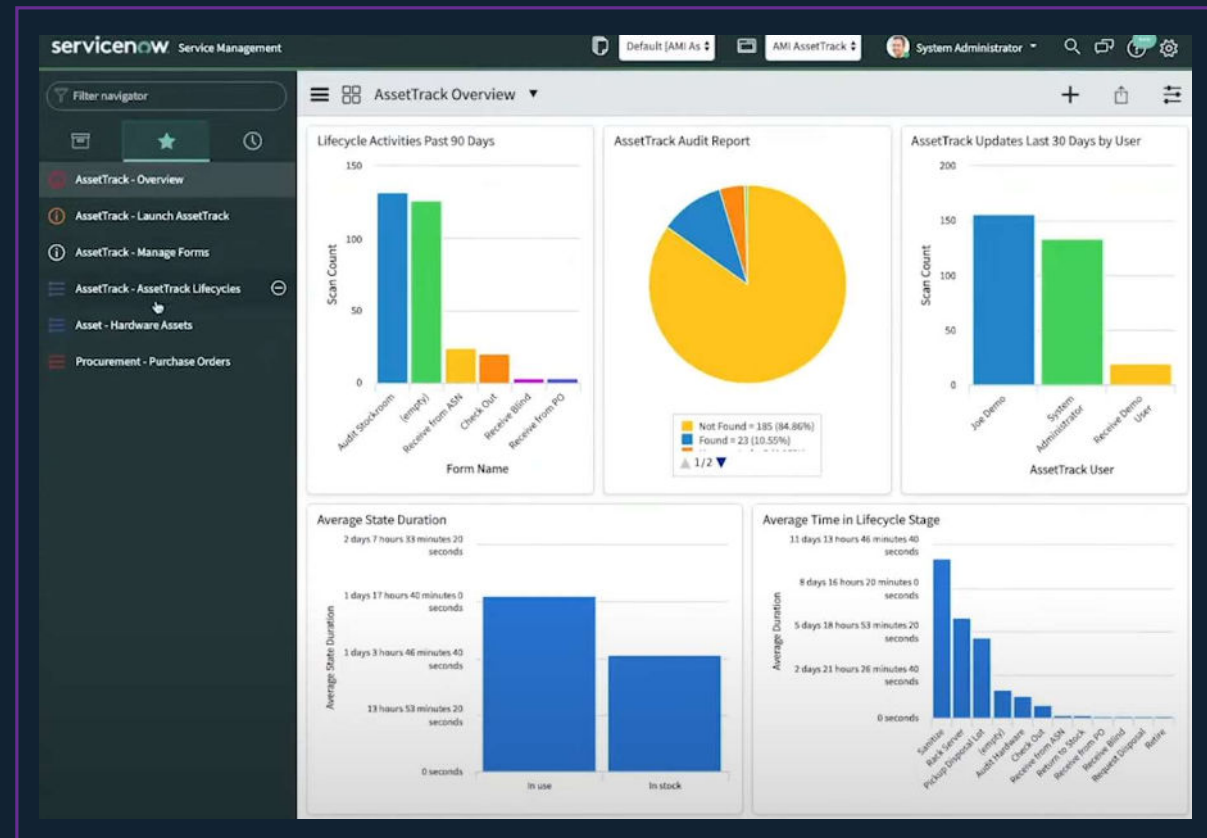
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Asset Utilization Calculator



Data-based decisions

If your data isn't good,
you don't look good.



Data-based decisions

If your data isn't good,
you don't look good.

CASE STUDY

three five two 

A growing digital agency couldn't keep up
with client reporting and manual processes.

75% reduction in time spent
generating client reports.

7 hours time saved, per client,
in report generation.



Data-based decisions

Be smart. Look smart.

| AssetTrack Labor Savings & Productivity | | | |
|--|-----------------------------------|---------------------------------|---|
| Field Service Hourly Cost \$ 40.00 | Number of Assets 10,000 | Refresh Rate 4 | Total Labor Savings \$ 50,960 Productivity Savings 1,274 Hours |
| Physical Inventory Asset Audit | | | |
| # per hour Manual #0 | # hours Manual 167 | Cost Manual \$ 6,680 | Inventory/Audit Cost Savings \$ 5,360 |
| # per hour Barcode 300 | # hours Barcode 33 | Cost Barcode \$ 1,320 | Inventory/Audit Productivity Savings 134 Hours |
| Receiving | | | |
| Assets Received per hour 2,500 | # hours Manual 500 | Cost Manual \$ 20,000 | Receiving Cost Savings \$ 19,000 |
| # per hour Barcode 100 | # hours Barcode 25 | Cost Barcode \$ 1,000 | Receiving Productivity Savings 475 Hours |
| IMAC | | | |
| % of Asset, IMAC 0.25 | # hours IMAC Manual 200 | Cost Manual \$ 8,000 | IMAC Cost Savings \$ 7,600 |
| # per hour Barcode 100 | # hours IMAC Barcode 10 | Cost Barcode \$ 400 | IMAC Productivity Savings 190 Hours |
| Disposal | | | |
| Assets Retired Per Year 2,500 | # hours Manual 500 | Cost Manual \$ 20,000 | Disposal Cost Savings \$ 19,000 |
| # per hour Barcode 100 | # hours Barcode 25 | Cost Barcode \$ 1,000 | Disposal Productivity Savings 475 Hours |

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Labor and productivity calculating



The path to AI

Pattern recognition

Predictive analytics

Predictive maintenance

Cost analysis and insights

Data into business intelligence



What's on your mind?

1

Predicting HW failures
or potential downtimes

2

Reduce overall costs
(people and products)

3

Stock placement and asset
positioning

4

Easier audits and reports
that actually help me

5

Streamline procurement,
repurposing, or disposal



5 Steps E-book

Make your life easier and your boss happier.



FREE TOOL

Asset Tracking E-book





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