


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?



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Twenty to thirty percent of IT assets go unused.



Wastes money Security risk Creates e-waste



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It's easy to up your game.

- Ghost assets
- Stock dwell time
- Utilization gaps
- Data-based decisions
- Preparing for AI



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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 (6,500 machines) were wrong or missing.
- 21%** of laptops were missing or unaccounted for.
- \$440K** paid in leases for unused equipment.



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Ghost assets


How much are you wasting?


Quickly Calculate your Savings Opportunity:

Current Value	Current Value	Current Value	Current Value
\$ 60,000	\$ 75,000	\$ 90,000	\$ 105,000
\$ 35,000	\$ 45,000	\$ 55,000	\$ 65,000
\$ 20,000	\$ 30,000	\$ 40,000	\$ 50,000

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Ghost Asset Calculator





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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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Stock dwell times

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CASE STUDY		
Idle Computers	500	200
Price	\$900	\$900
Face Value	\$450,000	\$180,000
Utilization Delay	4 months	4 months
Depreciation Loss	\$30,000	\$4,500
Warranty Waste	\$50,000	\$10,000
Property Tax	\$4,600	\$720
Storage	\$50,000	\$6,000
Cost of Capital	\$7,500	\$1,200
Idle Asset Cost	\$1,420,000	\$22,420

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Stock dwell times

Right amounts at the right time.

Cost of Asset


Velocity of Assets

\$ 819,450

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Dwell Time Cost Calculator

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Asset utilization


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

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.



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Asset utilization


How much could you save?


Quickly Calculate your Savings Opportunity:

Asset Utilization	75 %	\$ 4,461,000
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Asset Utilization Calculator

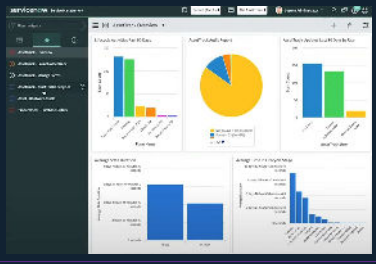





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Data-based decisions

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





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Data-based decisions

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

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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.



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Data-based decisions


Be smart. Look smart.

Category	Item	Value	Value	Value
Total	Revenue	\$12,345,678	\$12,345,678	\$12,345,678
	Profit	\$2,345,678	\$2,345,678	\$2,345,678
Gross	Revenue	\$12,345,678	\$12,345,678	\$12,345,678
	Profit	\$2,345,678	\$2,345,678	\$2,345,678
Net	Revenue	\$12,345,678	\$12,345,678	\$12,345,678
	Profit	\$2,345,678	\$2,345,678	\$2,345,678

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Labor and productivity calculating






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The path to AI

- Pattern recognition
- Predictive analytics
- Predictive maintenance
- Cost analysis and insights
- Data into business intelligence



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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




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5 Steps E-book


Make your life easier and your boss happier.



Asset Tracking E-book



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Connect with Me!



Contact us

visit our booth

tom.watson@amitracks.com

amitracks.com



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