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SOFTCHOICE
TECHCHECK

Cisco Asset Review..

A report of your Cisco hardware,
software, and support status

Let's cut to the chase. The numbers show that IT leaders such as you need to mitigate risk. Here are the percentages based on a sample customer report:

51%

of devices lack SMARTnet coverage

38%

of the environment needs replacement

12%

of SMARTnet needs renewal in the next year

5%

of the environment includes end-of-support devices

4%

of SMARTnet is expired

1%

of the environment has reached or is approaching the end of its lifecycle

Based on the sample report, these are the three immediate questions to answer:

- 1 - Have you budgeted to replace 38% of your equipment over the next two years?
Not to make you nervous, but on average, that is 1,625 pieces of equipment!
- 2 - If 51% of your devices lack SMARTnet coverage (or the equivalent), then your team will have to do everything by themselves. When equipment starts breaking, this will lead to more infrastructure replacements, eating up even more bandwidth from your team.
- 3 - Have you allocated budget for the 12% of SMARTnet renewals that are due this year?

What is an Asset Review?

A Cisco Asset Review is a consultative engagement that provides a full overview of your Cisco hardware, software, and support status based on data registered with Cisco and information gathered from a meeting between your senior IT resource manager and one of our consultants.

The Asset Review will teach you about your network and how to avoid risks in your environment, such as having too many end-of-life (EOL) and end-of-service (EOS) devices. Experience tells us that—when it comes to IT obstacles—when it rains, it pours, and you don't want to be caught off-guard when you move into your next big project.

Business risks the sample report identifies:

- Not all leading edge security devices leverage Next-generation Firewall Services, which can lead to potential exposures, threats, and risks
- Many devices enter end-of-life status in the same year
- Many devices are no longer supported
- Complexity in managing the network and maintaining support coverage due to the multiple contracts and differing start dates

Softchoice helps clients maximize their technology investments and mitigate risks found in the environment.

Business challenges the sample report identifies for the IT leader:

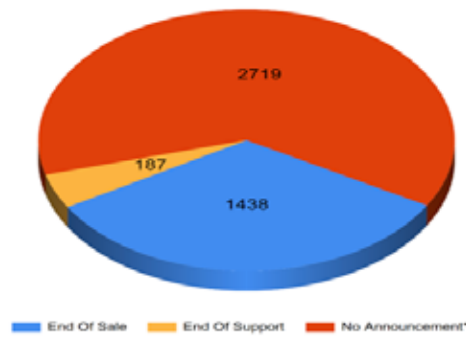
- Understanding end-of-service devices
- Maximizing technology investments, while ensuring updated support on technology
- Ensuring software meets current security standards
- Simplifying the device tracking and management of EOS and EOL devices

Sample of a TechCheck Summary:

Recommendation	Technical Impact	Business Impact
Review older/approaching EOS devices	<ul style="list-style-type: none"> • AIR-WLC2106-K9 • CSACS-5.3-VM-UP-K9 - (ACS 5.3 VMware Software Upgrade from Previous Versions) • DMP-4400G-52-K9 (Cisco Digital Media Player 4400) • MP-3515MS-AV250 (Meeting Place Media Server) • N5K-C5010P-LAB-S • MCS7835s • 3560G/3750G 	<ul style="list-style-type: none"> • Consistent high performance and availability • Minimize security risk
Review voice/collaboration platform and licensing	<ul style="list-style-type: none"> • Ensure the most effective usage and support longevity • Ensure you're using your investment to its full potential 	<ul style="list-style-type: none"> • Ensure optimal usage of a UC platform for business value and minimal support and security risks
Discuss security options moving forward	<ul style="list-style-type: none"> • Consolidate security infrastructure with Cisco's FirePOWER as existing technology becomes unsupported by Cisco • Provide next generation Firewall services to protect the business 	<ul style="list-style-type: none"> • Eliminate security vulnerabilities to the organization • Prevent outages caused by security breaches
Expand support coverage to all networks with Keystone Essentials	<ul style="list-style-type: none"> • Expand the availability of security fixes, patches, and OS upgrades to the network • Make tier-3 tech support available immediately on support requests • S.M.A.R.T.-enabled reporting for monthly coverage, EoX, and software risk reporting 	<ul style="list-style-type: none"> • Improved efficiency when problems encountered • Better security network-wide
Review all inventory, SLAs, and co-term contracts	<ul style="list-style-type: none"> • Simplify contract management for more efficiency 	<ul style="list-style-type: none"> • Minimize risk • Simplify management • Minimize cost

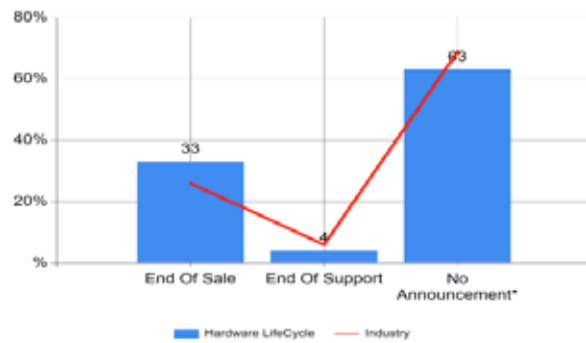
Sample charts and reports included in an Asset Review

HARDWARE LIFE CYCLE



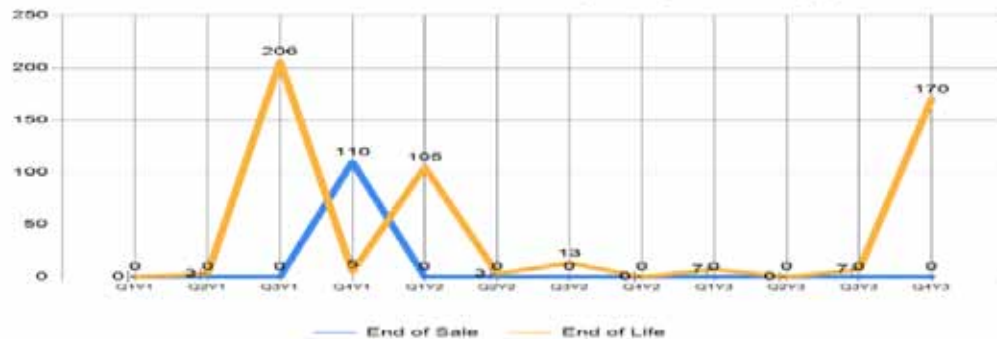
This chart is a sample from a client report. It showcases the hardware that is End-of-Sale and End-Of-Support in the environment and the devices that are current.

COMPARATIVE LIFE-CYCLE



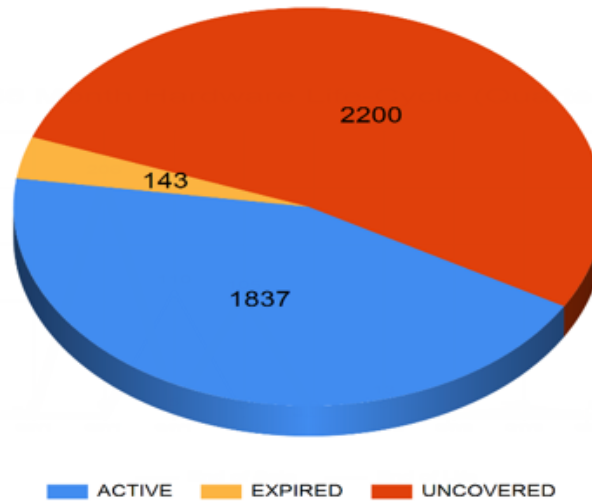
This chart demonstrates the hardware life-cycle against the industry average mapped against the sample customer environment.

36 Month Hardware Life-Cycle (Quarterly)



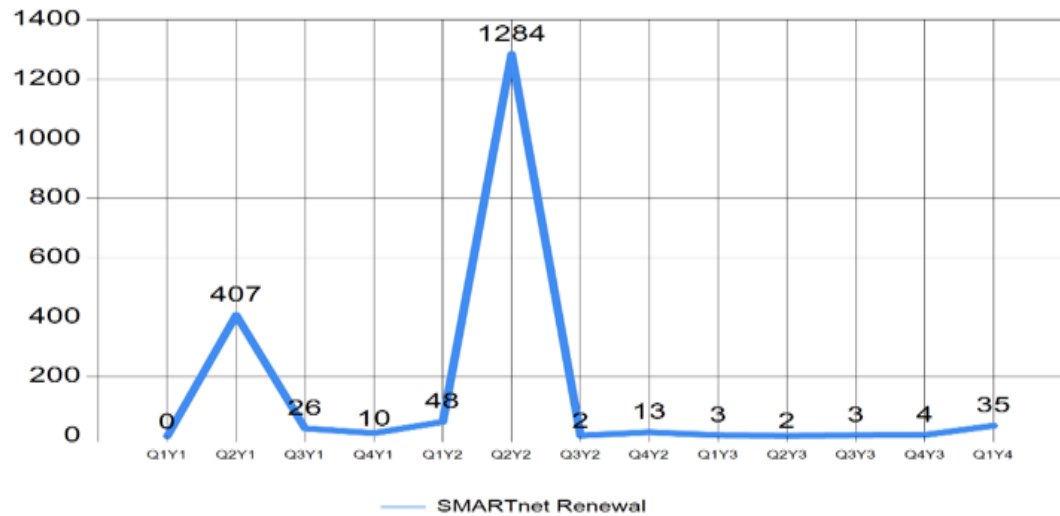
The chart above shows the End-of-Sale and End-of-Life Cisco hardware in the environment over a 36 month period. This information provides insight for future budget planning.

SMARTNET STATUS

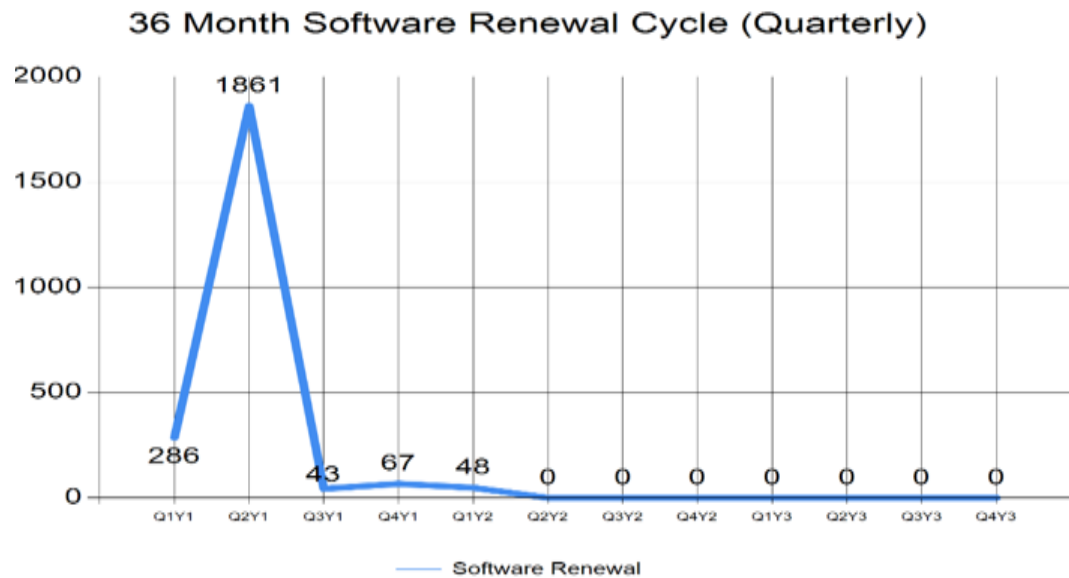


The above chart reflects the active support contracts, the expired support contracts and the devices that are not currently covered under support.

36 Month SMARTnet Renewal Cycle (Quarterly)



The data in the chart above indicates that this client has a large number of devices coming up for support review.



The above chart reflects a large number of Software renewals in Q2 Y1.

What do IT leaders do with this report?

A large environment can require extensive time from your IT staff in terms of maintenance. With larger complex environments, your staff will have minimal time to focus on maintaining software updates, patch, and security fixes.

A high percentage of your environment has either reached or will reach “end of support” soon. End-of-support devices pose problems as replacing devices without considering the impact to the rest of your network can mean increased expenses.

Devices with either no support or expired support can pose increased costs due to environment downtime.

The Cisco Asset Review helps you plan ahead!

With a Cisco Asset Review, you can do the following:

Uncover the unknown

- Understand the registered Cisco hardware, software, and support in your environment, providing a quick overview for future budgets
- Discover active/expired contracts
- Gain insight into your registered Cisco hardware and receive a consolidated overview of what potential gaps or risks Cisco reports in your environment
- Identify unsupported assets and gain visibility into the true status of your Cisco contracts as well as end-of-life or end-of-sale assets
- Track all support contract dates to simplify management and consider consolidating or engaging co-term Cisco contracts
- Initiate lifecycle management to improve planning for upgrades and technology refreshes

Plan the path forward

- Develop a roadmap for future network needs, including inventory verification and planning for expanding/updating your core network
- Move one step closer to embracing your vision of Hybrid IT with the proper evaluation of your network infrastructure; you can't plan unless you know where you're coming from

Remove waste

- Identify orphaned support contracts for devices that no longer exist but still cost money