

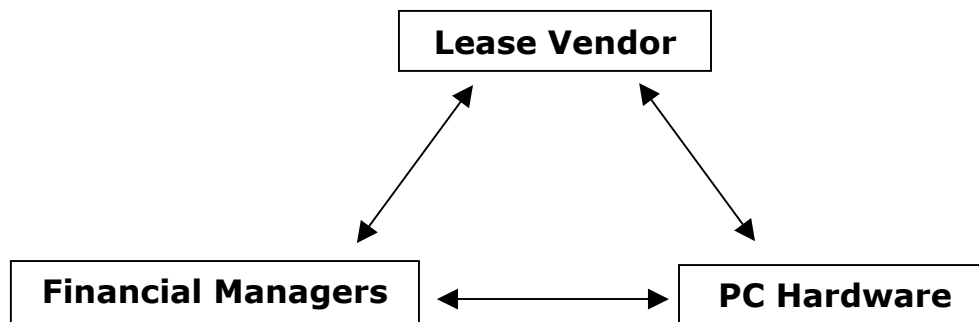
The Benefits of Tracking Leased Computers

Introduction

Many companies have come to realise the financial advantages of leasing their computer assets. Yet, to maximise these benefits it is necessary to be able to track and trace these leased workstations with an up-to-date and accurate data repository.

NetTrace offers an automated solution to this need with its unique product architecture. NetTrace Inventory consists of a small client-side agent that is loaded onto each and every asset. This agent then calls a global monitoring centre on a daily basis to report information about where the asset is, who is using it as well as software and hardware specifications. The monitoring server does not need to be hosted by the customer, thus NetTrace is able to offer a real return on investment. NetTrace has adopted an application service provider (ASP) model to provide the service cost effectively.

NetTrace incorporates a component that is specifically designed to manage lease information. This allows clients to link financial lease vendor information directly to hardware assets, consequently forming a closed loop between the lease vendor, the client who is leasing the assets and ultimately the IT hardware.



Reliable links in information offer vast savings in the lease arena. NetTraces' clients have noted bottom line savings in four major areas.

1 Deployment Phase

Tracking leased assets is important throughout the items lifecycle starting with deployment. Adopting this approach allows an organisation to accurately determine where and when assets are deployed. This can help in planning for future hardware resource needs and requirements. Conversely, this strategy will also uncover assets that may not have been deployed for long periods of time, resulting in money being spent on unused computers. Organisations where NetTrace is implemented have realized significant returns because they can perform a quick check to ensure that what they pay for is not being wasted.

2 Upgrades During a Lease Term

Many lease vendors offer attractive upgrade options for assets already deployed but not ready for end-of-lease return. However the costs of locating these already deployed assets, detracts financially from the exercise of an upgrade option. NetTrace can enhance the leasing model by providing companies with an easy way to take advantage of upgrade options.

3 Management of Lease Returns

As more and more organisations turn to leasing computers for lowering total cost of ownership, it becomes crucial to have an effective tool for monitoring where leased PCs are and quickly finding them when they are due to be returned. This is often a very difficult task for companies that have a high number of units located across many departments and physical locations. Not returning



leased machines on time, or worse, not returning them at all, can have significant financial consequence for an organisation and their lease vendor. NetTrace Inventory allows lease administrators to keep lease information in a centralised location and to locate machines whenever they are needed. The system can be set to proactively alert management about specific workstations due for return well in advance. This allows for a smooth exchange because users can be informed, software may be backed-up and the unit can be collected efficiently (without the need for enterprise-wide manual audits). Real customers cases have demonstrated that these savings alone, more than pay for the NetTrace Service.

4 Benefits to IT and Financial Decision Makers

Awareness is the key. Simply tracking the assets may seem like a small step, but the knowledge NetTrace provides to its customers has resulted in many other ways for an organisation to streamline processes associated with managing a large PC fleet.

The online web based view of the assets allows a company to:

- Know the hardware and software status of a computer at any time
- Calculate when and how much a PC is being used
- Link the lease premium to the actual computer asset
- Attribute the lease premium to a user or department
- Link a leased computer to a financial cost centre wherever the PC “drifts” to
- Truly attribute costs to a computer and therefore reduce total cost of ownership
- Ensure software license compliance
- Avoid downtime via accurate anti virus, operating system and service pack reports
- Enhance planning and budgeting
- Streamline upgrades and accelerate rollouts
- Reduce loss of hardware and data (through organisational awareness)

Conclusion

Organisations make significant and continuous investments in technology assets to remain competitive. These resources must be used effectively to receive the maximum return. Asset tracking solutions enable organisations to determine exactly what their assets look like today, as well as the speed and direction of change. Once an asset tracking and inventory management tool such as NetTrace Inventory is in place, there are several areas a company can focus on to reduce cost using this critical information, thus allowing the organisation to make decisive IT planning and management decisions that will optimise investments and productivity.

Organisations who take advantage of the financial benefits offered by leasing, can maximise their gain through NetTraces’ cost effective ASP model.

