The True Cost of Slow Computers

ScalePad

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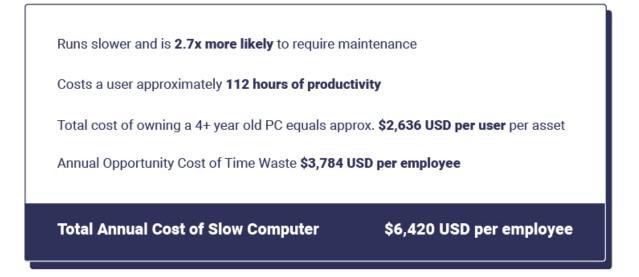
By now, you've likely heard your clients express that their assets "aren't THAT old", or "it's only been a few years" when referring to equipment that is almost eight years old. While this can add resistance to your service process and workflow, the truth is it shouldn't be difficult to let clients know when it's time to upgrade assets in their IT environment.

This struggle doesn't just affect your bottom line and level of service – it's inadvertently a time-suck and it means that you are spending scarce billable hours on communicating and convincing. That is definitely risky business for MSPs who could be adding revenue and minimizing risk for environments.

Who is at risk, and what are the risks?

Your clients are at risk of having their performance and efficiency compromised as a result of assets that are degrading in their performance. Based on a recent <u>Microsoft study</u>, a PC beyond 4 years of age:

Annual Cost of Slow Computers per Employee



To put it in perspective, it's actually cheaper to replace two or more PCs than keeping an old PC for more than 4 years.

With proper reporting, asset rotation should be easy. Knowing the maturity of your assets and engaging in diagnostic discussions with your clients is not a difficult task, nor is it a time-intensive one.

Okay, sounds simple enough. How do I start?

Asset replacement isn't an action that concerns the procurement and disposal stages in asset lifecycle management. It is the process of using information obtained from tracking assets throughout their lifecycle to determine the most cost effective time to replace a client's assets.

This should all be sounding familiar – it's not a secret that aged IT networks and operating environments are at risk, fail more frequently, and increase down time. They also are not cheap to replace and maintain. The primary function of asset lifecycle management is to maximize the value of an IT asset and replace it at just the right time.

