

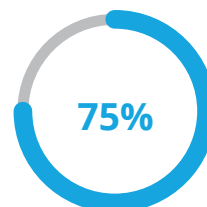
Cisco Estate Optimization

Trace3 Gov offers a Cisco Estate Optimization engagement with the purpose of helping customers simplify management, increase cost savings, provide greater flexibility, and expand strategic alignment within their Cisco Portfolio.

So why do we offer this service?

We're here to help reduce complexity and increase cost savings within your Cisco Estate.

Increased complexity



of organizations' IT environment have become more complex

Wasted spend



of software spend is wasted each year from excess license usage and True Up fees

COMPLEXITY IN MANAGEMENT

- **Multiple Contracts:** Managing numerous individual subscriptions for different Cisco products can be overwhelming. Each product might have its own renewal dates, terms, and conditions, leading to administrative complexity.
- **Tracking Usage:** Keeping track of usage across multiple subscriptions can be difficult. Customers may struggle to monitor which licenses are being fully utilized and which are not.

HIGHER COSTS

- **Lack of Volume Discounts:** Purchasing subscriptions individually often means missing out on the volume discounts that come with bundled or enterprise agreements.
- **Over-Subscription:** Without a holistic view of their licensing needs, customers may end up over-subscribing to ensure they have enough licenses, leading to unnecessary expenses.

SCALABILITY AND FLEXIBILITY CHALLENGES

- **Inflexibility:** A-la-carte subscriptions might not offer the same flexibility to scale up or down as business needs change. This can result in either excess capacity or a shortage of licenses.
- **Inconsistent Features:** Different subscriptions might offer varying levels of features and capabilities, which can lead to an inconsistent experience and hinder the ability to standardize across the organization.

LIMITED STRATEGIC ALIGNMENT

- **Short-Term Focus:** A-la-carte subscriptions often lead to a short-term focus on immediate needs rather than a long-term strategic approach to software and infrastructure planning.
- **Missed Opportunities for Optimization:** Without a consolidated view, customers might miss opportunities to optimize their software spend and usage, leading to suboptimal IT performance and higher costs.

Cisco Estate Optimization

The good news is by offering this service, Trace3 Gov is able to help customers address these challenges. The Cisco Estate Optimization typically follows the below process:

Contract Visibility

1

Client grants visibility access

Estate Analysis

2

HW/SW and subscription investigation and audit

Estate Findings & Recommendations

3

Optimization of asset, contract structure, and spend

Increased efficiency

85%

reduction in manual hours managing a-la-carte software licenses and disparate support contracts

Increased value

Up to 25%

in additional cost saving when purchasing through an EA versus a la carte

