



## Pre-Owned Enterprise Technology

Maximising IT budgets through the deployment of Pre-Owned Enterprise Technology

In today's highly competitive market organisations are constantly challenged to achieve more whilst reducing expenditure. This is a huge problem when deploying information technology and CIOs are at the forefront of achieving cost reductions whilst increasing performance and maintaining service delivery levels.

Successful executives realise the benefits of purchasing pre-owned enterprise technology, including speed of delivery, significantly lower cost of ownership and system performance.

### Quick Pitch:

- Pre-owned technology offers significant savings over the price of new equipment, whilst still ensuring the same quality standards.
- Pre-owned technology has been used and tested extensively before redeployment.
- Pre-owned technology is fully compatible with existing systems and processes allowing for rapid deployment of new infrastructure.

### Ask your customer...

- Has your IT budget reduced and are you under pressure to save more?
- Does your new investment need to be compatible with your existing infrastructure?
- Are you looking to upgrade an existing system?
- Are the timescales for deployment of your new infrastructure constrained, do you need the flexibility to alter specifications at short notice?
- Is Green IT part of your Corporate Social Responsibility (CSR) agenda?

### Tell your customer...

- Pre-owned enterprise technology can cost up to 50% less than deploying new technology.
- Pre-owned enterprise technology allows you to get the infrastructure you need without moving to new operating systems, applications or processes.
- Upgrading processors, memory and disks in existing systems with pre-owned technology has significant cost savings over the deployment of new fully configured systems.
- Significant stock holdings allows for speed of order execution and implementation, ensuring project timescales are achieved.
- Deploying pre-owned enterprise technology extends the life cycle of equipment and has a significant impact on e-waste.

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## Summary of customer issues and the benefits of deploying pre-owned technology

Your customers issues	Impact on their business	Benefits of Pre-Owned technology
Customers IT budgets are reducing.	Postponed or cancelled projects leading to loss of competitive advantage.	Ability to achieve cost savings whilst delivering on IT strategy.
Need to maintain legacy applications over a number of years.	Significant expenditure required if systems have to be replaced / business critical issues if systems fail.	Low cost of maintaining current systems and ability to deploy disaster recovery solutions.
Need to rapidly deploy infrastructure projects.	Significant knock on effects across whole organisation if projects are delayed.	Flexibility to change specifications and project timescales at short notice.
Cost of change when moving technology platforms.	Significant cost and potential disruption to the business when moving operating systems, applications and platforms.	IT operations are familiar with existing systems, implementation is achieved quickly and downtime is minimised.
Deployment of Green IT initiatives.	The business will come under increasing legislative and 'green' pressure to control costs.	Helps to meet CSR targets within the organisation.
IT departments are concerned that pre-owned technology invalidates warranty and cannot be supported.	Complications with service and support contracts leading to unresolvable system downtime.	Pre-owned technology has been extensively tested during the manufacturing process and again when refurbished. All product is sold with a 90 day return to base warranty and a guarantee of acceptance onto manufacturer's or OEM maintenance contracts. It is recommended that product is added to your existing maintenance contract as soon as possible.

### Spot the sales opportunity

#### Who will benefit most from refurbished technology?

Any organisation deploying enterprise technology would benefit. By purchasing pre-owned equipment at significant discounts compared to the price of new equipment, companies are able to reduce their Total Cost of Ownership. As the equipment has already depreciated in value the company can also boost their overall return on investment.

Pre-owned equipment offers the same performance and reliability, with the added benefits of speed of implementation and compatibility with existing systems, as new equipment does. Pre-owned equipment is available for the following major vendors: HP, IBM, Cisco and SUN. Please enquire for any other requirements as we may be able to source suitable or alternative equipment.

### About Tinglobal

Tinglobal Ltd is a private company engaged principally in the European business-to-business market for refurbished and reconfigured mid-range computer equipment including servers, storage, associated networking infrastructure, parts and services. Tinglobal has teamed with Arrow ECS to create a channel programme backed by expert technical and sales support to enable Arrow ECS channel partners to address end user, pre-owned equipment opportunities without the need for in-house investment in stock and technical skills.

### Did you know?

*"IT equipment depreciates in value by 2 to 3 percent per month. If you are a large company you could be losing significant amounts of money for every month that assets are not in service and remain unsold.*

*Typically, Tinglobal can offer buyback options for enterprise technology helping organisations realise asset value and help stretch IT budgets."*

**Source:** Ephraim Schwartz - InfoWorld.

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For further information, please contact your Arrow ECS Account Manager on **0800 983 2525** or visit **[www.arrowecs.co.uk](http://www.arrowecs.co.uk)**

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