



IT MAINTENANCE CONTRACT RENEWAL CHECKLIST

Is this the quarter your network, server or storage maintenance contract is up for renewal? Have you explored alternative solutions? Before signing on the dotted line, make sure you have answers to the following questions.

AM I GETTING THE BEST VALUE?



You know what your OEM's maintenance contract costs, but is that the most efficient use of OpEx? Is it worth paying premiums just to maintain eligibility for software updates you may not need?

Third-party solutions can provide 50-80% cost savings over the OEM.

WHAT OPTIONS ARE THERE FOR EOL EQUIPMENT?



Today's hardware has a mean time between failure (MTBF) up to 20 years or longer. This means your networking equipment is designed to last longer than the OEM is willing to support it.

Third-party alternatives specialize in helping network engineers maintain their existing systems for years - without pressure to upgrade.

ARE THERE ANY IMMEDIATE SPARING OPTIONS?



When your network goes down, every second counts. Wouldn't you prefer to have replacement inventory on-site or in nearby stocking locations to optimize outage response times?

Third-party alternatives may offer programs designed to increase efficiency while reducing inventory costs.

Check it out. Organizations like yours have partnered with third-party maintenance solution providers and benefited from significant savings with same to better coverage.

