

The logo for PIVIT, with 'PIV' in white and 'IT' in orange. The 'V' is stylized with a white dot above it and a white line extending from its top right corner to the 'I'.

PIVIT

A dark blue background with a faint, glowing circuit board pattern, featuring various traces and circular components.

**Four Steps You  
Can't Afford To Skip  
When Upgrading Your  
IT Infrastructure**

# IT departments are central to the success of any organization.

At the same time, many IT Departments are under pressure to do more with less, like cut costs, increase capabilities, and meet deadlines — all with fewer hands. That amps up the pressure when upgrading your infrastructure. Everything has to go smoothly. You have to stay within budget. And you have to be done on time.



**That's a big ask, but following these four tips will help you make smart decisions as you upgrade your infrastructure.**

- 1** Learn how to play the OEM game to get the right equipment for your data center at the best possible price.
- 2** Review refurbished equipment options to save significant cash.
- 3** Create a hybrid maintenance strategy so you always have the right level of coverage for the life of your assets.
- 4** Create a deployment strategy that ensures you always have the manpower and expertise ready for your projects.

With a little insider knowledge you'll discover you have options, and upgrading your infrastructure will feel less like a crapshoot.

**There is a better way to do IT. Let us show you how.**

## Step 1:

### LEARN TO PLAY THE OEM GAME

When purchasing new infrastructure, getting the right equipment at a competitive price is not as easy as it sounds. If you don't understand how OEMs work, you can get beat before you even leave the starting line.

#### Here's what you need to know:

OEMs have regional sales representatives that distribute to the partners that sell their equipment, and those OEM reps set pricing and approve any deals. All of the partners work with the same sales rep for pricing.

#### As a result, there are two things that happen:

1. If an OEM rep knows you are locked in on buying their particular piece of equipment, competition is removed from the equation, and there is no incentive for the OEM rep to discount your pricing. They know you will make a purchase from them in the end.
2. You can spend time getting bids from as many VARs as you want, but ultimately getting multiple bids won't help you because there is one OEM rep in control of pricing for all of the partners.

#### So, how can you win the OEM game?

Work with a partner (like PivIT) who can represent your business in the pricing process. Get unbiased guidance to select the best equipment for your network, regardless of OEM. Then, once you have made up your mind, play your cards close to your chest during the bidding process.

Get bids from multiple OEMs (not multiple VARs) to create a competitive bidding environment that motivates the OEM sales reps to want the sale and to give you the best price.

**It is a seriously great feeling to have the confidence of knowing you got the right equipment at the best price...without getting played.**

## Step 2:

### EXPLORE YOUR OPTIONS

If you are like most IT Departments, the pressure is on to keep your budget in check. One way to save significant cash — we're talking about 70, 80, even 90%! — is by taking advantage of non-standard hardware options.

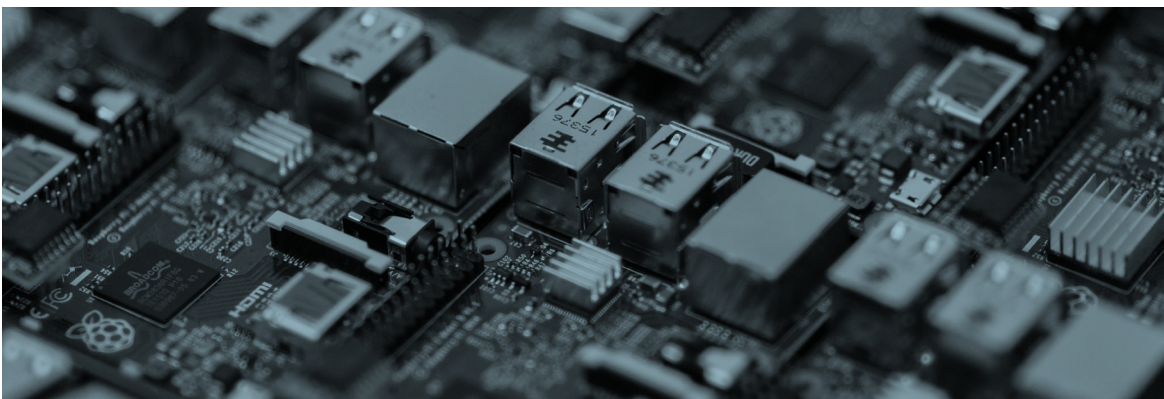
There are two options to consider.

#### 1. AUTHORIZED REFURBISHED

A great way to get both legacy and current generation infrastructure from some of the biggest OEMs (Cisco, Dell, HPE, Aruba, Juniper) at a price point you'd expect from traditional pre-owned equipment. This infrastructure is covered by OEM support.

#### 2. TRADITIONAL PRE-OWNED

This grade-A infrastructure, available at a fraction of the price of new equipment, is refurbished by the OEM and comes with the option to put it under OEM support.



With refurbished equipment, you can get almost identical specs as new equipment, plus the option to decide what equipment is best for your environment and your budget.

At PivIT, your Pre-Sales Engineer will walk you through your options. And, both non-standard and authorized refurbished equipment come with our Lifetime Warranty.

## Step 3:

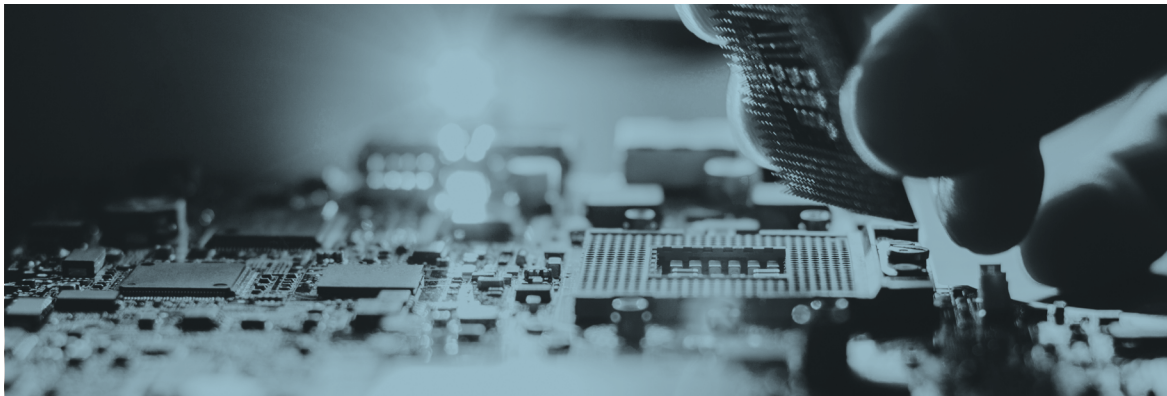
### CREATE A HYBRID MAINTENANCE STRATEGY

Going without tech support and hardware maintenance is not an option, so it can seem impossible to reduce your annual IT maintenance budget.

You have likely weighed the pros and cons of OEM and third party maintenance, but there is another option. You can reduce OPEX and maintenance costs by up to 50% with a hybrid maintenance strategy.

#### Here's how it works:

- Regularly audit your maintenance asset list and assess the best coverage for each asset.
- Keep your new infrastructure protected under the OEM.
- Move your older assets to a third party maintenance provider that offers good coverage at a lower price point.



#### And, of course it is crucial to ensure your TPM provider is the right fit. Look for:

- High-quality tech support. We're talking about experienced professionals with CCIE certification.
- SLAs that are right for your data center.
- A Sparing Integrity Program offers you the serial number and exact location where your spares are sitting, dedicated to you.
- 24/7 support.

With a hybrid maintenance approach you can get a lower price point on maintenance and the control to extend the life of your network based on your environment.

## Step 4:

### CREATE A DEPLOYMENT STRATEGY

IT Departments have been getting smaller and smaller. That can mean tightening your budget, slimming down your team...or both.

It presents a challenge day to day, but it can be a problem when you don't have the headcount or resources to handle large-scale roll-outs, like switch infrastructure upgrades, wireless refreshes, or data center moves.

A solid deployment strategy will ensure you always have the staff and expertise to run the day-to-day operations of your department and tackle your bigger roll-outs when they happen.

#### When contracting for field services, here are the most important questions to ask:

- Do the field engineers have the right certifications, qualifications, and training?
- Are the field engineers experienced in your field?
- What process does the company use to ensure clear communication?
- How does the company ensure availability for your projects?
- Does the company have a global presence, so they can be where you need, when you need them?
- Do they offer the right SLA for your needs?
- Is the pricing competitive?
- Do they offer pre-paid POs?

Field services can be an extension of your team, so you are always ready to tackle whatever is thrown at you.



# A Better Way To Do IT



We think there is a better way to do IT. One where the IT professional comes first and there is a strategic approach to ensuring you get the best infrastructure and support to continue moving innovation forward.

**At PivIT, we are committed to helping you build your network on your terms.**

## INFRASTRUCTURE

We have no exclusivity contracts, which means we can offer more options with no bias so you can make the best decisions for your data center. We deliver quickly, with over \$1 million in inventory ready to ship next day. And all of it is backed up with our Lifetime Warranty.

## MAINTENANCE

You shouldn't have to worry about how to protect your mission-critical assets and legacy systems. Reduce your spend and simplify your maintenance with a hybrid solution that offers the best of OEM and third-party maintenance for data centers anywhere in the world.

## FIELD SERVICES

Need help with a project? Our technical assistance center engineers are an extension of your team. Get unlimited access to them anytime, night or day, so you can troubleshoot and resolve incidents before they become problems.

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## Here's How To Start Upgrading Your IT Infrastructure:

- **Request a Quote**  
Fill out a form to let us know what you need for your project.
- **See Your Options**  
Get customized recommendations and pricing for your project.
- **Do IT Better**  
Get the resources and support you need so you can focus on solving problems and driving innovation.

There is a better way to get the infrastructure you need now, and the strategy you need to scale your IT ecosystem for the future.