

FINANCIAL SOLUTIONS TO ENABLE YOUR PC LIFECYCLE STRATEGY



Digital transformation will impact businesses in profound ways, including how employees work and the devices they use to work.

This **workforce transformation** will improve productivity but it will also increase requirements for a multitude of device options and services.

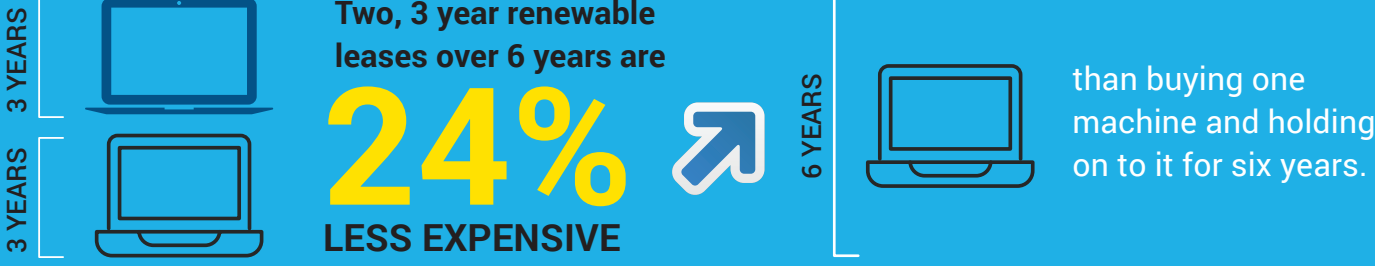


Implementing a well-defined IT management practice for IT devices will reduce workforce issues through these transformations.



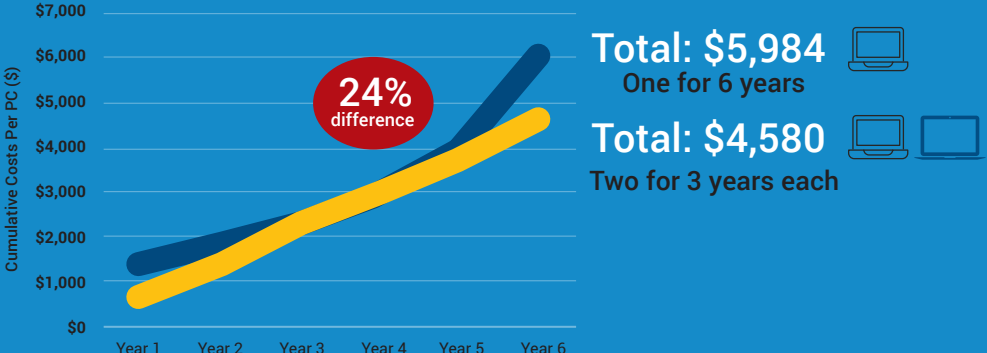
BEST PRACTICES

IDC believes shorter average life cycles, well-defined IT management practices, and disciplined IT equipment portfolio management will best enable the workforce transformation and optimize total cost of ownership as well.



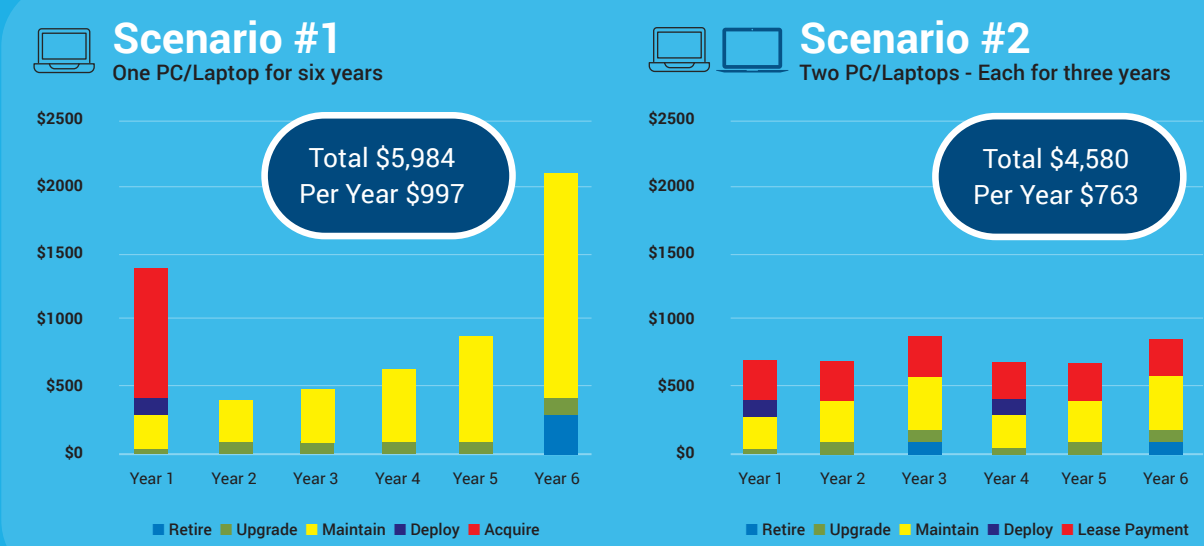
Comparison of Average Cumulative PC Costs

One 6-Year Ownership Model vs. Two 3-Year Renewable Lease Models



OLDER HARDWARE COSTS MORE IN THE LONG RUN

During years 4–6, the average support and maintenance costs increase **BY MORE THAN 207%**



DRIVERS OF INCREASE

Maintaining PC operations using older hardware



This creates a situation where the operating system (OS) is not optimized for the hardware platform on which it is running, causing incompatibilities that require frequent patching, additional testing, and increased help desk calls and time spent troubleshooting.

Organizations must overcome the barriers to shortening equipment life cycles; one solution is implementing a **PC as a Service (PCaaS) strategy**.



IDC research indicates that US enterprises believe deploying a PCaaS model will shorten their PC refresh cycles by

6.7 MONTHS

Deploying a PCaaS strategy enables customers to reduce spiraling maintenance and support costs through automation and at a competitive monthly cost.



Typically, the cost savings from using PCaaS enables the enterprise to offer end users an **improved PC asset**.



Some enterprises will use PCaaS models to improve their life cycle strategies and work with a trusted partner to oversee these new engagement models. These PCaaS offerings are available direct or with a Dell channel partner.

The PCaaS model meets IDC criteria for a well-defined management practice.

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