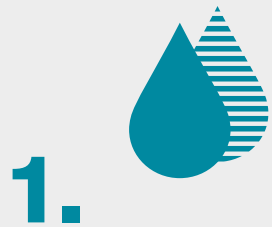# Cistor

6 ways
to make your
IT Budget
go further

cistor.com

6 ways we help you get more from less.
That means less budget and less harm to our planetary resources.

Here are 6 strategies to help you not only maximise the value of your existing IT estate, but embrace a more sustainable approach to technology that reduces your environmental impact:

Cistor

1.
Sweat your assets (even harder)
Extend the life of your assets for up to 3 years beyond **End of Support**

2.
Consider circular solutions
Choose remanufactured technology and realise **savings of up to 20%**

3.
Review your support contracts
Consolidate your support with a single provider and **save up to 15%**

4.
Lifecycle asset management and valuation
Review your assets, assess their value and **get money back** when you refresh

5.
Spread the cost of your network
Shift your spend from CAPEX to OPEX with flexible financing and as-a-Service models

6.
Introduce resource provision as an extension of your team
Let us support your internal team as you **take on new projects**

Increased Pressure

The pressures are obvious. More than ever, you're being tasked with getting more from your IT budget and **making what you've got work for longer**. And you want to do this without compromising on security, uptime or service levels. Add to this the challenge of managing an increasingly remote workforce, and it can very quickly start to feel like the way your business works is changing for good. To have the best chance of meeting these objectives, you need help from an experienced partner ready to deliver expert advice, informed insights and flexible solutions.

Cistor can support you with it all.

You save money and combat e-waste

Our knowledge of the latest technologies coupled with our expertise in sustainable solutions means **we'll keep your infrastructure working for longer.** Not only could you **realise savings upwards of 20%** on the technology you need, you can help to reduce the volume of **e-waste** destined for landfill. It's a much-needed boost for your bottom line that also helps you **meet your environmental goals.** As Cisco's largest Authorised European Circular Economy partner, and thanks to our relationships with other leading vendors, you can rest assured that everything we deliver is **manufacturer approved and supplied with full warranties.**

We also do the small stuff:
Config-as-a-Service

We will pre-configure and test your new networking infrastructure in a ring-fenced test environment. Any issues are addressed and compatibility and purpose checked so you, and your users, gain the **planned outcome when you go live**

Learn more here

Sweat your assets *(even) harder*

2–3 Years

The average extra life we add to our customers' assets beyond End of Support.

1

The secret to successful asset-sweating lies in the detail. This helps to avoid unnecessary hardware replacement. By building a full inventory of the hardware deployed in every area of your infrastructure, we help you gain complete visibility over its age and criticality. This means you can plan to refresh at the right moment.

Navigating the Technology lifecycle

Crucially, this means understanding the different milestones in your technology lifecycle. End of Sale and End of Support, for example, are often seen as one and the same, but these distinct dates can often be up to 5 years apart. That's a lot of **extra usage you could get from your existing investments** before you need to refresh. Importantly, this also means that you can reduce the volume of e-waste you create while maximising the value of your IT spend. **It's good for budget, and for the planet.**

Understanding your options

With an accurate understanding of what is deployed in your infrastructure estate and what lifecycle stage it's at we can offer valuable advice on your options. We'll present a plan that highlights where it will be possible to **extend working life** and the best way to do this, plus **demonstrate the savings of approved remanufactured equipment** where replacement is necessary.

Through our global partnerships we can source hard-to-find or End of Sale technology, fully vendor-certified and available through remanufactured technology programmes.

Multi-site refresh *for MoD*

We're experienced in refreshing and upgrading core infrastructure for major organisations, including those spread across multiple sites.

Read more about how we helped the **Ministry of Defence to extend the life of its core infrastructure through comprehensive lifecycle management.**

Read our MoD case study

Consider circular *solutions*

20%

Typical savings achieved with remanufactured technology.

Cistor

There's more than one route to accessing the technology you need. Many of the major vendors manage a pool of new and used hardware that has been returned to them. This might be from the end of a leased period, a piece of ex-demo equipment, existing stock rotated by distribution partners in favour of newer models, or even hardware included with cancelled or incorrect orders.

When this technology is returned, manufacturers will maximise any value that remains, running these items through an **internal remanufacture programme to prepare them for resale.** It's the principles of the Circular Economy in action, and there are some significant savings to be had.

Authorised partnerships that save you money

Thanks to our partnerships with leading vendors such as Cisco, IBM, and Juniper we can supply **certified refreshed and remanufactured technology for 20% cheaper than new.** It means we can repurpose fully functioning equipment that has been approved and remanufactured by the original vendor as part of a sustainably sourced solution and at a fraction of the cost. Even better, this also **reduces the volume of e-waste** you create through product disposal, helping you play your part in the efforts to tackle a global environmental issue. Our solutions are **supplied with a fresh warranty, an updated software license**, and the longevity you expect from world-class tech had you bought it new.

Major Telco enjoys significant savings with refreshed tech

With savings of up to 20% available on new equipment available as certified refresh, why wouldn't you consider it?

We helped a major Telco save over $1m annually with remanufactured hardware.

Review your *support contracts*

3

When it comes to support contracts, you're not only looking for help keeping the lights on, but also the reassurance that comes from working with a partner that proactively identifies new opportunities for cost-saving and innovation. Whatever you need we offer a range of support options tailored to suit you.

Resilient supply chains

For those looking for reliable supply of replacement parts, we offer self-sparing (helping you find spares you need to minimise risk in your network), personalised spares holding and Just-in-Time (JIT) parts supply to keep your inventory low. The best part? We could **trim this element of your support costs by up to 15%.**
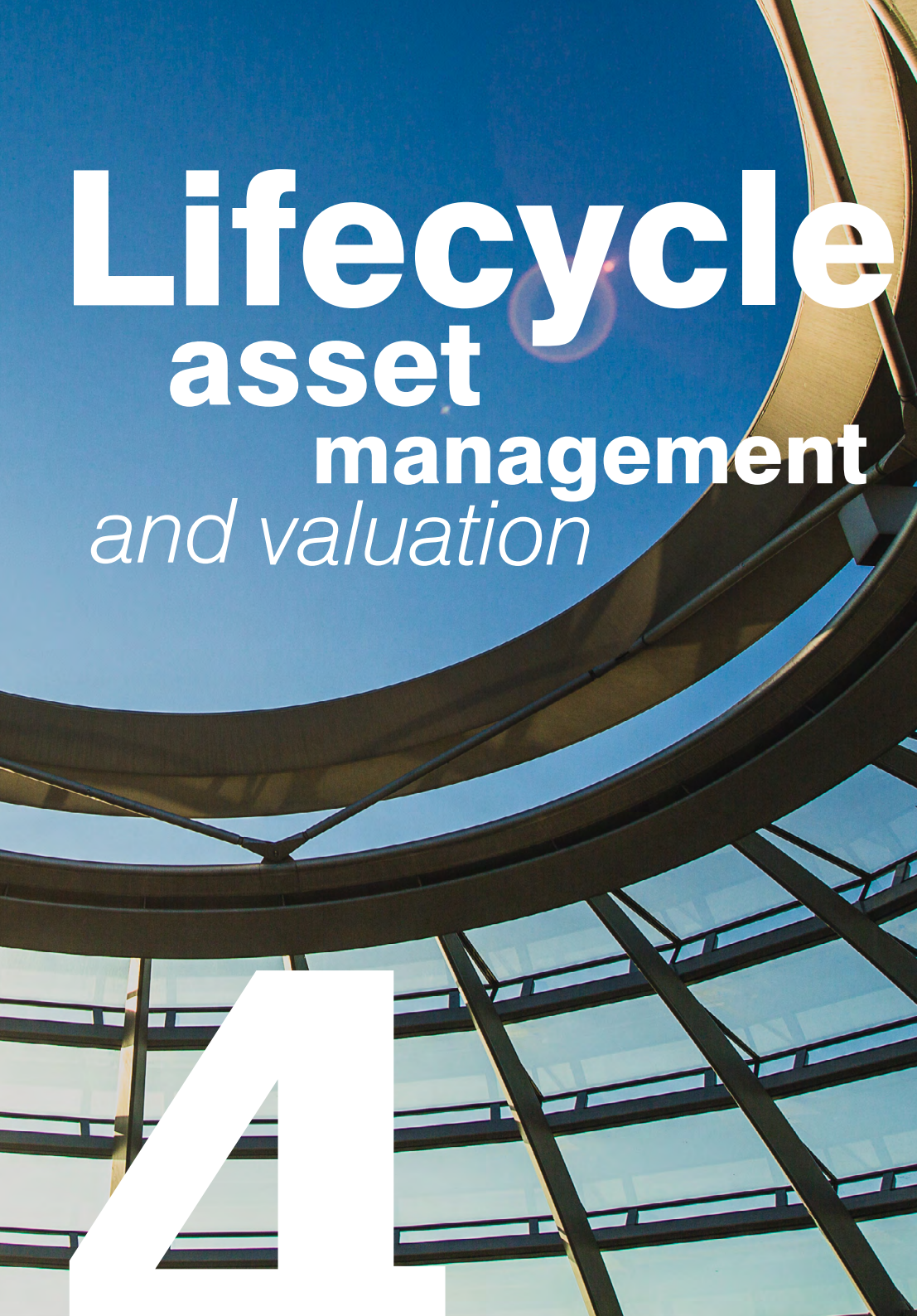
Managed services

We also offer a comprehensive portfolio of managed services. Everything from network monitoring to **Connectivity-as-a-Service (CaaS)** – a ground-breaking offering that turns your network from "buy and own" to "rent and operate". Every aspect of your network is managed by a single provider with predictable commercials billed as part of a single, per-user-per-month subscription. **Click here** to learn more about Connectivity-as-a-Service.

Choose us as your support partner and you'll enjoy all the benefits of working with an expert team while realising considerable savings.

Learn more about Connectivity-as-a-Service

15%

Potential savings through better parts supply.

Lifecycle asset management *and valuation*

4

As your assets begin to reach retirement age, we can help you release any residual value they possess. Whether your technology is repaired, reused, remanufactured or ultimately needs to be disposed of, we ensure that you receive full market value for every component. This frees up funds for reinvestment in replacement technology that helps keep your infrastructure costs low.

Full asset and decommissioning service

If you're unsure of what technology is ready for retirement, **we'll audit your asset estate** and quickly provide a view on cashback potential.

All assets are decommissioned securely, and we will recommend the best way to gain additional value, whether that's through trade-in, redeployment, or by creating social value through product donation. As a last resort we will **securely and ethically recycle** technology, providing full transparency and reporting on each component.

Cistor makes network refresh a breeze for major bank

When the time came for a European bank to refresh its network, our expert team were on hand to help them decommission their existing assets and properly dispose of surplus tech.
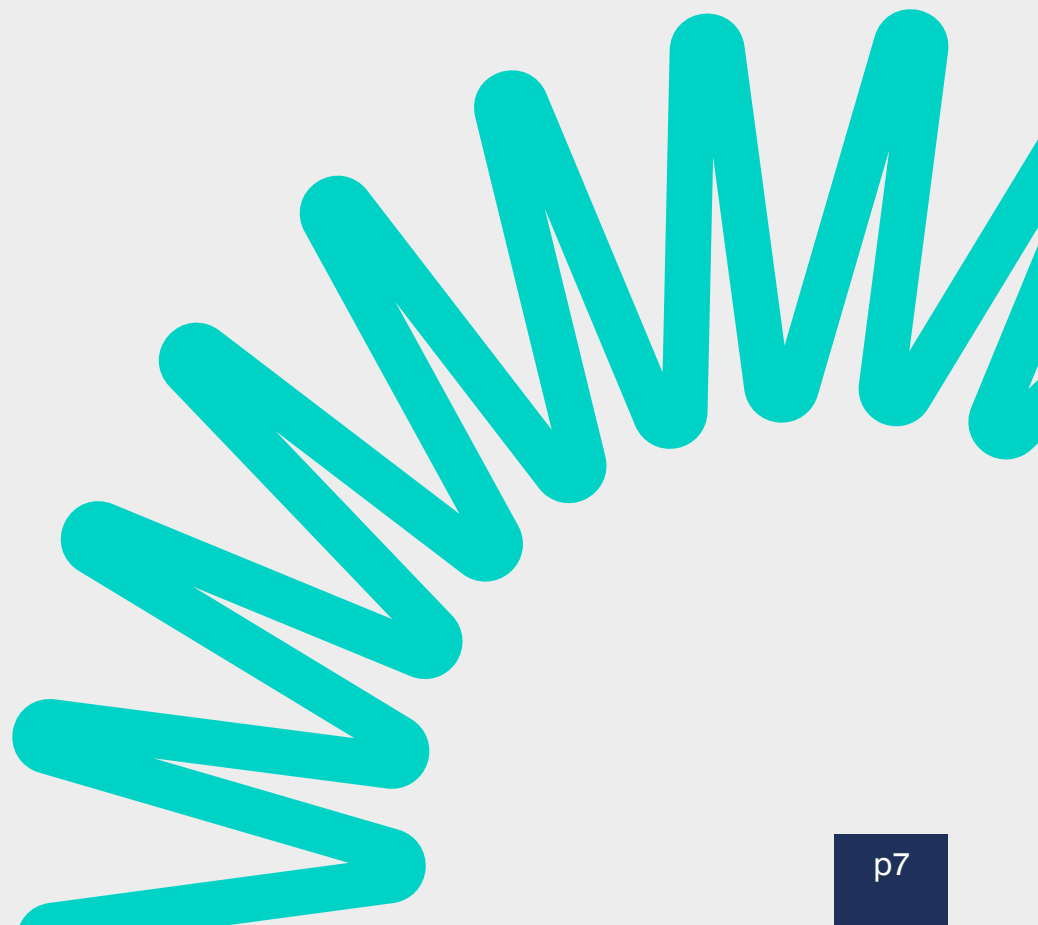
Disposing of surplus tech with a European Bank

Spread the cost
of your network

5

Consumption-based commercial models and per-user-per-month billing are becoming the go-to approach across all areas of IT, and your network and data centre isn't any different.

Our flexible financial models help you spread the cost of your network projects, **shifting from a single CAPEX cost to an ongoing OPEX expense.** Through both vendor and non-vendor supported finance options, you can **enjoy rates as low as 0%**, which can cover the cost of hardware, software and support.

Whatever your goal, we have the flexible finance options available to help you access the technology you need on terms you want.

Expert resource *as an* extension *to your team*

6

By calling upon expert resource from our experienced engineers, you can ensure that you have the capacity to deliver on key projects while freeing up your own internal team to focus on areas that add new value to your business.

We're on hand to deliver the technical resources you need and support as if we were an extention of your own team. We can help with everything from brainstorming the solution, to assistance with the decommissioning of your outdated tech.

We provide high calibre support to deliver key projects

You get high calibre support from day one at a fraction of the cost of recruiting yourself. It's ideal for organisations that want to enhance the management of their network, but aren't able to ramp up capacity internally. **Through Cistor you can access top talent** and technical insights to assist with everything from supporting your innovation programme to network automation and cloud security.

Config-as-a-Service

Config-as-a-Service is straightforward and cost effective. Just order the technology you need, confirm the configuration, and we'll ship it to any location ready to go – be that a laptop, network hardware, or fully stacked racks for a data centre.

Learn about our Config-as-a-Service

Reach out to us
contact@cistor.com

or call us on
0203 435 5555

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