

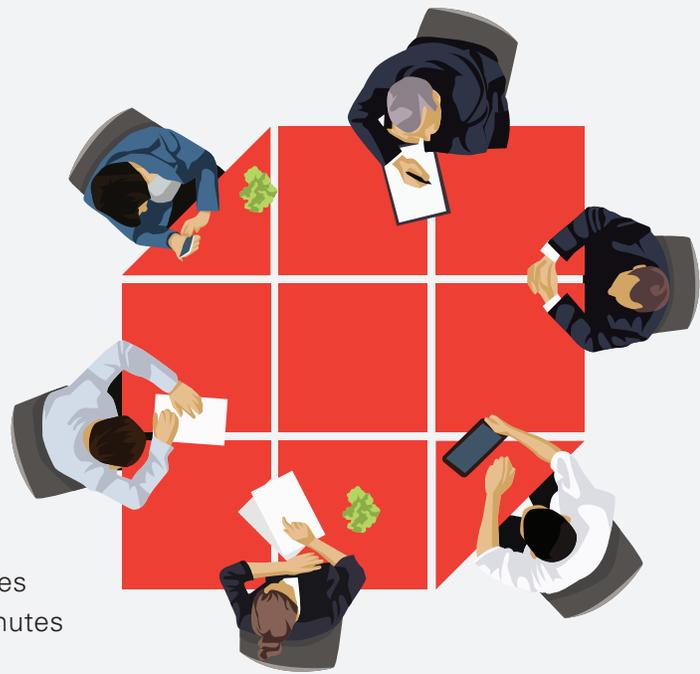


# LaSalle Solutions

Helping You Manage the Lifecycle of Your Assets

## Contract consolidation & streamlined processes cut task duration by weeks, months

Improved asset and maintenance contract management enables Company to look up asset information, generate reports in minutes



### Better Information. Better Process. Better Results.

#### CHALLENGE

One of America's largest pediatric hospitals and an international leader in research was having trouble consolidating asset and maintenance contract information from a variety of previous Cisco partners. Visibility into their technology infrastructure was low, and it was difficult for them to verify which assets had already been decommissioned, which were covered for maintenance, and when/if contracts would renew. The issue required them to dedicate multiple engineers to asset lookup for a duration of several weeks to months.

#### SOLUTION

LaSalle's support team worked with the Customer to audit all equipment across their many locations, consolidating associated Smart Net coverage into singular contracts, eliminating coverage discrepancies, and identifying which assets were still on their network. A process was then created to track and manage the information using LAMP<sup>SM</sup>, LaSalle's industry-leading cloud-based platform.

#### RESULTS

After working with LaSalle and implementing LAMP, the Customer experienced immediate improvement in the way they managed their assets and maintenance contracts. For the first time, they were able to see a complete picture of their infrastructure and where they had coverage gaps, all in one place. For a process that once took weeks or months to complete, the Company can now look up asset information and generate reports in minutes.

With LAMP, the Customer knows years in advance when each asset is approaching end of support (EoS) and can set up notifications to remind them when the dates are approaching. This helps to identify immediate and future needs to better plan and budget for migrations and upgrades.

The data collected from LAMP is also a jumping off point for Cisco reps looking to present new opportunities to the Customer. In fact, discussions with Cisco around LAMP data led the Customer to perform a complete refresh of their wireless network and network core switches over to the Cisco One platform.

#### Customer:

Large Pediatric Hospital

#### Challenge:

- Contract stratification
- Asset & maintenance contracts management
- Process inefficiencies
- Task duration

#### Solution:

- Consolidated Smart Net contracts
- Eliminated device coverage discrepancies
- Validated equipment inventory
- Provided LAMP
- Created asset & maintenance contracts management process

#### Results:

- Visibility into assets & maintenance contracts
- All information in one place
- Asset lookup, reporting in minutes—not weeks or months
- Early identification of EoS and other milestones
- Better refresh forecasting and budgeting

Find out how **LaSalle Solutions** can help you today!

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