

x86 SERVER MAINTENANCE: THE CASE FOR TPM AS HYBRID CLOUD ADOPTION RISES

A RECENT GARTNER
STUDY¹ SHOWS
THAT TPM SAVES
ORGANIZATIONS **60%**
FROM ORIGINAL OEM
SUPPORT PRICES ON
AVERAGE, WITH SOME
COMPANIES (WITH THE
RIGHT PRODUCT AND SLA
MIX) SEEING SAVINGS AS
HIGH AS **95%**.

The IT industry has seen a dramatic rise in the adoption of cloud architecture.

But despite this mass-migration, on-premise hardware remains a data center necessity for many companies. And with increasing OPEX funds wrapped up in cloud initiatives, many of these same companies have begun searching for alternative, low-cost solutions to replace the expensive OEM support contracts that maintain their hardware environments. Consequently, they have discovered the more economical offerings of third-party maintenance (TPM) providers.

In a poll² of more than 500 IT decision makers, 60% of surveyed companies now use TPM services, with 90% of those reporting “clear benefits” of contract flexibility and lowered costs.



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**BY USING TPM,
YOU'LL SEE
SAVINGS OF
50–80%.**

These are real budgetary savings. The numbers don't lie. And TPM has proven itself to be a cost-efficient alternative to the inflated prices of OEM maintenance offerings.

THE x86 MAINTENANCE DEBACLE

If you rely on your x86 servers, you most likely make their maintenance and repair a budgetary priority. In some cases, your x86 servers might still be under the umbrella of their original OEM hardware support warranties—maintenance contracts that have most likely served your company well. At least for the first few years of the servers' life cycles.

OEMs often offer you a “complimentary” service bundle with the initial hardware purchase: a warranty that lasts for the first several years of the hardware's lifecycle. However, once these warranties run out—or servers reach EOL—the cost of your next maintenance bill inflates considerably. You still need to keep certain workloads running on your on-premise systems, so you absorb the added expenditures.

But that's not the end of the story.

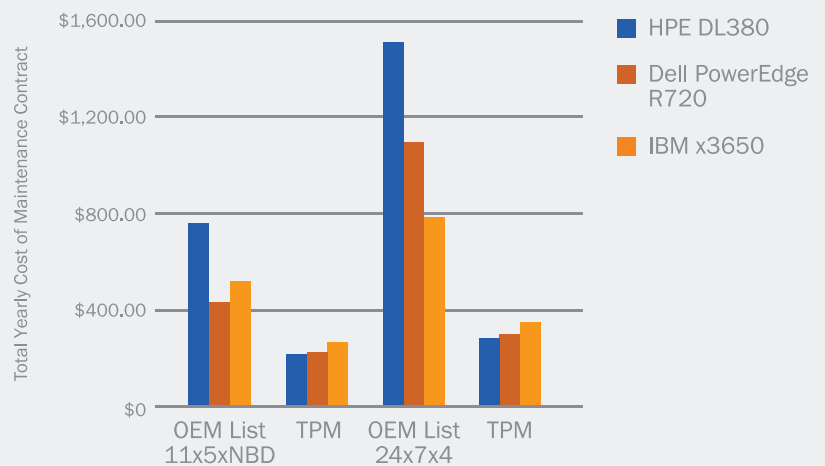
As you might have already experienced, after a few years of charging you this higher price, the manufacturer eventually encourages you to simply purchase the next generation of x86 services rather than continue maintaining your existing machines. Even if your current servers work well—and you don't have a business reason to upgrade—the OEM will push all-new hardware.

Many OEMs will try to show an ROI based on their inflated renewal pricing.

Don't be fooled.

You know as well as we do that the price of all-new hardware, even with a new warranty, all but eliminates the hope of real savings.

Just look at the TPM cost savings for the three major server OEMs:



TPM IS YOUR ANSWER, AND CENTRICSIT PROVIDES TPM YOU CAN RELY ON.

CENTRICSIT TPM SERVICES PROVIDE REAL BUDGETARY RELIEF

CentricsIT maintains in-house inventories that rival, and oftentimes surpass, that of the OEM's. Moreover, our global network of strategic partners enables us to purchase stock anywhere around the world and then refurbish it in-house—guaranteeing that we get the very best deal on the parts our clients need.

Contrary to what manufacturers would have you believe, the price of hardware actually trends *downward* over time, not upward.

CENTRICSIT ENSURES THE HIGHEST QUALITY OF SERVICE

Not only do we lower server maintenance costs, we also go above and beyond the industry-standard SLAs.

Because CentricsIT and many manufacturers contract from the same pool of certified hardware engineers, you don't encounter any decrease in engineering quality when you switch to a CentricsIT TPM contract. And our [SmartHands](#) engineers won't just deliver the same level of service that you are accustomed to; they will surpass it.

We make such a bold claim because our SLAs are architected to be *more favorable* for our clients.

For example, your OEM probably offered you basic SLA numbers like 24 x 7 x 4 and 11 x 5 x NBD. CentricsIT offers the same SLAs, but our "4's" mean radically different things. Up until now, you have been accustomed to the OEM's 24 x 7 x 4 model, which promises 24-hour Customer Support availability, 7 days a week, with an assurance that a technician will call you back within four hours.

Conversely, the CentricsIT 24 x 7 x 4 model promises the same level of availability, but we don't merely call you back within that 4-hour window. Instead, we have a *physical* technician *with part in hand* at your data center doorstep within those 4 hours (no matter where you operate). We don't waste time on the phone. The sooner you have capable hands on the data center floor, the faster your servers are back up and running.

¹ Gartner, "Competitive Landscape: Leveraging Third-Party Maintenance Providers for Data Center and Network Maintenance"

² Dimensional Research, "Trends in Data Center Procurement and Support," January 2016

DON'T SETTLE FOR EXPENSIVE AND SLOW

Take back control of your maintenance budget and deploy a third-party-maintenance solution through CentricsIT.

[Contact a CentricsIT Support Specialist](#) to customize your TPM contract and start seeing *real* savings.

