



INVESTING IN PRODUCTIVITY

Refreshing legacy hardware, renewing existing systems with enhanced functionality, and redeploying systems for new purposes advances enterprise efficiency and helps organizations get the most out of their IT investments.

Managing a fleet of desktops, laptops, and workstations across an enterprise presents major challenges. What are the best ways to simplify IT management, enhance security, and boost employee productivity? What changes might help reduce energy use and ensure environmental sustainability? How can an organization make the most of its investments in client systems throughout their life spans?

The three key strategies of refreshing, renewing, and redeploying can help organizations address these daily challenges. By refreshing legacy client systems with latest-generation hardware, employees and IT staff alike can gain the productivity, security, and efficiency benefits of advanced features and technologies. And by renewing existing systems with updated software tools or hardware components, or redeploying these systems for new purposes, enterprises can extract maximum value from the investments they have already made.

REFRESHING LEGACY HARDWARE

In many cases, refreshing desktops, laptops, and workstations with systems equipped with the latest technologies offers the fastest and most effective way to maximize efficiency and productivity. Deploying latest-generation systems in place of aging hardware can offer hardware and software tools to help simplify systems management, tighten security, increase productivity, and improve energy efficiency, while effective life cycle management offers opportunities to reduce costs and potentially subsidize the investment in new equipment:

- **Systems management:** Client systems that incorporate the latest hardware and software management tools can dramatically reduce the time that IT staff members spend on routine administration—enabling them to focus instead on strategic priorities. For example, leveraging Intel® vPro™ technology in latest-generation systems can simplify remote management of an entire fleet of PCs, enabling IT staff to push software updates, diagnose software problems, track assets, enhance security, and power down systems, all from a centralized location.
- **Security:** Advances in client security technologies over the past few years can offer sophisticated protection for sensitive enterprise data. Key features in Dell™ Latitude™ E-Family laptops, for example—including integrated fingerprint readers, facial recognition technology, contactless smart card readers, and hardware-based Trusted Platform Module (TPM) and Dell ControlVault™ credential management—offer strong protection for company networks and data. Using self-encrypting drives helps make it easy to keep information safe even if a system is lost or stolen.
- **End-user productivity:** Refreshing client systems also helps improve employee productivity. Powerful multi-core processors and increased memory capacities facilitate multitasking and increased mobility by enabling users to take advantage of processor-intensive voice over IP (VoIP) and Web conferencing software. Systems with enhanced battery life and software utilities

such as Dell ControlPoint enable employees to stay productive while traveling and help simplify power, security, and connectivity functions. And moving to latest-generation client systems also helps smooth transitions to the latest software and operating systems—including the Microsoft® Windows® 7 OS—for both end users and IT staff.

- **Energy efficiency and environmental sustainability:** Latest-generation hardware can offer significant savings on energy costs while enhancing environmental sustainability. To help reduce the environmental impact of refreshes, organizations should work with vendors that use eco-friendly packaging, offer carbon offsets, and comply with environmental standards. Systems that meet U.S. ENERGY STAR program requirements are designed for efficient energy use, while systems with Intel vPro technology enable IT administrators to power down clients remotely to help cut costs. Programs such as the Dell “Plant a Tree for Me” and “Plant a Forest for Me” initiatives, meanwhile, help offset IT-related carbon emissions when purchasing hardware.
- **Life cycle management:** Organizations can help reduce the net costs of refreshing client systems and further reduce the environmental impact of IT through effective life cycle management. Programs such as Dell Asset Recovery Services can resell components and provide appropriate recycling and disposal of remaining materials, helping avoid the need to send computers to a landfill and retaining some of the value of legacy equipment—savings that can then help subsidize the costs of updated systems. And frequently refreshing systems can actually help maximize the value of asset recovery.

RENEWING AND REDEPLOYING EXISTING SYSTEMS

Refreshing client hardware to capitalize on latest-generation technologies can

offer substantial benefits—but it is not necessarily the whole story. Renewing and redeploying systems can help maximize the return from existing investments across these same five key areas:

- **Systems management:** Organizations currently relying on multiple legacy management tools should consider replacing them with a centralized, integrated console. This approach helps to simplify IT monitoring and maintenance tasks, eliminate administrative overhead, and enable IT staff to spend their time on more important tasks than administering their management tools.
- **Security:** Updating hardware with advanced authentication technologies helps tighten security for existing systems. Organizations can integrate USB-connected contactless card readers or fingerprint readers for simple user authentication, or add Webcams to desktops for authentication through facial recognition. To help prevent the theft of components or entire systems, they can install security locks and management software that monitors chassis intrusion.
- **End-user productivity:** Adding memory to legacy client systems is often an easy and effective way to enhance worker productivity, providing a much-needed performance boost for employees who use memory-intensive applications or run many applications simultaneously. Upgrading software or installing an OS upgrade such as Windows 7 offers another relatively simple way to revitalize systems. Hardware upgrades can help as well: replacing laptop batteries or providing broadband cards, for example, can significantly enhance mobile productivity.
- **Energy efficiency and environmental sustainability:** Even without purchasing updated systems, organizations can reduce the energy costs and the environmental impact of running a fleet of client systems. Conducting energy assessments and implementing

monitoring software helps pinpoint simple changes for reducing energy use. Using management capabilities that let IT staff power down systems at night can also help save energy and cut costs.

- **Life cycle management:** Renewing client systems and redeploying systems for new uses helps extend their useful lives. By repurposing legacy desktops and laptops as thin clients, for example, organizations can give employees access to up-to-date applications through a software-as-a-service (SaaS) model without needing the latest processors or the largest hard drives. Similarly, extending warranty and support contracts helps ensure continued functionality, adding value to the renewed and redeployed systems. Implementing tools that let IT staff track hardware and software assets as well as upcoming changes to product lines can help monitor usage of existing systems while planning for the next refresh cycle.

FINDING THE RIGHT COMBINATION

Refreshing, renewing, and redeploying are not mutually exclusive—organizations might, for example, choose to refresh laptops, renew desktops and workstations with updated hardware or software, and redeploy older laptops as thin clients. Finding the right combination of these three strategies can help enterprises address ongoing challenges and make the most of their IT investments. 

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