

WHAT IS A “HYBRID SOLUTION” TO IT MAINTENANCE?



According to **GARTNER**, best practices for IT maintenance is using a “**HYBRID SOLUTION**.”

- Market Guide for Data Center & Network Third Party Hardware Maintenance, August 2019



	1 - 3 Years	4 - 6 Years	7+ Years	EOSL
AGE of Assets	New development on going	Development has shifted to the newer models	Virtually no new development	End of Service Life
	OEM Maintenance	Most Assets TPM	TPM	TPM Only Option

A **HYBRID SOLUTION**
Example:
200 Total Assets

100 ASSETS
1-3 YEARS

Keep OEM

75 ASSETS
4-6 YEARS

Use TPM unless there is a compelling reason for OEM

25 ASSETS
7+ YEARS

TPM ONLY