



Redefining the technology lifecycle

How to drive out waste from IT operations for a leaner, more efficient and sustainable business.



A step change to efficient and sustainable technology management

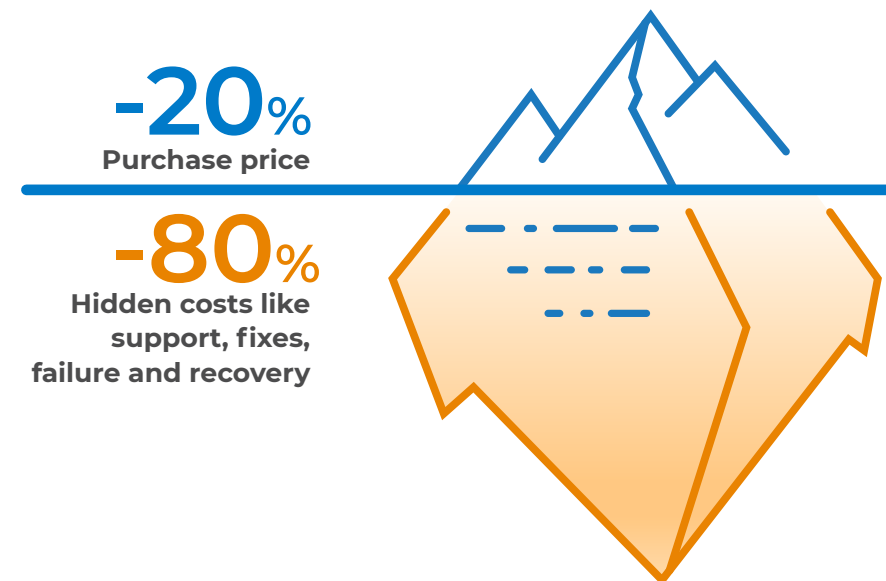


From innovation that drives outstanding customer service and growth, to connecting and supporting your employees, technology plays a vital role in giving your business a competitive advantage.

But the conventional way of acquiring and managing IT equipment in most organisations is wasteful and fraught with challenges:

- Investment in new technology often requires upfront capital, which can result in lengthy budget discussions
- Maintaining a single view of all IT devices is an administrative burden
- Security concerns mount as new devices are added to the corporate network
- IT equipment ages causing lost productivity and the demand for IT support to grow
- Disposing of old devices responsibly is time-consuming
- Old devices left unmonitored can present a security risk

The hidden costs of managing IT equipment



53.6m

A record 53.6 million tonnes of electronic waste in 2019 – the equivalent of throwing away 1,000 laptops per second

Additionally, as businesses become more aware of their responsibility to make a positive contribution to tackling climate change, the environmental impact of traditional ownership of IT assets is becoming a cause for concern too. The Global E-waste Monitor 2020 report found that the world produced a record 53.6 million tonnes of electronic waste in 2019 – the equivalent of throwing away 1,000 laptops per second.

In a recent survey* conducted by 3stepIT, we found that a quarter of IT decision makers don't know what happens to their electronic waste, and 25% of organisations store old IT devices because they don't know what to do with them.

These statistics suggest there is a lack of clarity among businesses about how to dispose of old and unwanted IT sustainably. It also points to an untapped opportunity - business can and must do more to reduce their electronic waste. It's a chance for the IT department to make a positive contribution towards the environmental footprint of their entire business.

* 'The State of Business IT 2020' annual report; research commissioned by 3stepIT, conducted by Opinionography.

The competitive edge

IT managers today face tough choices, with many conflicting demands on their time and resource. Always under pressure to accelerate digital transformation and support new ways of working, they must also manage:

- conflicting budget demands
- increased workloads
- tighter regulation
- greater demand for sustainable IT

As businesses become increasingly reliant on technology to deliver competitive advantage and efficient operations, the stakes for IT managers are higher than ever. A disorganised, inefficient and wasteful way of managing the technology lifecycle could be the difference between success and failure.



Technology Lifecycle Management

- a better, greener way

At 3stepIT, we believe that the many benefits derived from technology – productivity, creativity, collaboration – are delivered through timely access to IT devices, not ownership of them. In fact, traditional ownership is arguably the biggest barrier to better performance, higher returns and more sustainable IT device management.

Not only does technology ownership demand capital expenditure, significant time and resource is ploughed into sourcing new equipment, often from multiple suppliers. This adds unnecessary complexity and increases processing times. Precious time that could be better spent focussing on core business activity.

The burden is also on the IT department to manage end-of-life devices as well. More time, more resource and no guarantee of sustainable IT disposal.



It is clear IT ownership embeds needless waste in a business at every stage, right from the outset. At 3stepIT, our approach to technology procurement eliminates wasteful practices by promoting access to technology and simplifying routine IT tasks, such as device management and the renewal of obsolete equipment.

We call this comprehensive approach Technology Lifecycle Management. Not only does Technology Lifecycle Management help businesses to lower the total cost of ownership and give visibility of every device on the corporate network, it kickstarts a process that we believe will play an important role in reversing climate change.

We simplify every stage of the IT lifecycle

1. ACQUIRE

We help customers to:

- execute their technology roadmap
- optimise budgets and cashflow
- simplify IT procurement

**Technology
Lifecycle
Management**

2. MANAGE

We help customers to:

- track and manage all devices
- ensure all devices are secure and compliant
- simplify budgeting and invoicing

3. REFRESH

We help customers to:

- manage timely renewal of IT devices
- dispose out-of-contract devices sustainably and securely

Don't waste IT

REstepIT

As part of our commitment to sustainable IT, REstepIT is a standalone service we offer to customers who are looking to dispose of old IT equipment responsibly. We buy devices such as desktops, laptops, tablets and smartphones, paying you fair market value. Devices are carefully sanitised using best-in-class data erasure methods and refurbished to high standards to extend the product life. By adopting REstepIT, you're able to reduce your electronic waste and carbon footprint.

Five easy wins with Technology Lifecycle Management

Technology Lifecycle Management allows IT managers to rapidly execute their technology roadmap, optimise budgets and streamline routine IT administration. More importantly it's a fast track to better business performance and improved sustainability outcomes.

Here are five reasons why you should adopt Technology Lifecycle Management:

1. Procure technology when it's needed

Access essential IT with lower upfront costs and minimum delay. Our service optimises cashflow with predictable payments and simplifies IT procurement with a secure, digital process.

2. Order the equipment that's right for your business, not the manufacturer's choice

With Technology Lifecycle Management, you have complete autonomy to choose the hardware mix that fits with your overall strategy. Our priority is to support you implement your technology roadmap, without bias.

3. Complete control of every device

Access to our advanced IT asset management platform is included in your monthly payment. Key features include: an asset register with insight on every device, tools to manage device costs and invoicing, and a powerful reporting engine.



4. Easily and affordably start the acquisition process again

Automate the renewal process ahead of contract expiration to ensure a seamless switch to new devices. As experts in remarketing used IT equipment, we handle logistics and data security so you can confidently dispose of your out of contract devices safely and sustainably.

5. Sustainable IT

We find new homes for your obsolete devices or responsibly recycle them when refurbishment is not possible. We are world leaders in IT refurbishment and on average, we successfully find new homes for 98% of end of contract devices, helping you to reduce your environmental footprint.

**Redefine the way you acquire
new technology**

Schedule a free consultation >

Thanks for reading

3stepIT is a Technology Lifecycle Management provider with an ambition to reduce e-waste by helping businesses to consume technology more sustainably. 3stepIT offers an end-to-end approach to accessing, managing and refreshing IT devices that is cost-efficient, secure and environmentally friendly.

Our asset management platform provides IT managers complete control and visibility of all devices to simplify budgeting, upkeep and renewal. The system also minimises IT security risks by providing real-time insights into device health and features a powerful reporting engine which provides complete visibility of every asset by cost centre, product group and location.

Today we serve more than 3,000 customers worldwide and play an active role in the circular economy by refurbishing and reselling end of life IT devices. In doing so, we prevent over half a million devices from being destroyed and sent to landfill each year.

3stepIT.com