



InvGate Assets

Challenges, Opportunities & Benefits

Executive Summary

Challenge

The changing role of information technology in businesses and organizations has created a lot of opportunities and challenges for the IT professional. As more and more businesses rely on IT to improve their systems and efficiency, the cost of IT personnel, equipment and IT-related services have increased, so much so that IT has been seen as a competition for much needed investment or as a sizable dent in the budget.

Further, the current business environment has given rise to more complex IT solutions as IT managers have to cover not only size but also geographical locations in carrying out their work, along with new technologies and updates to old ones.

These complexities are more pronounced when IT leaders face their non-technical counterparts to show that they are in tune with the company's goals and have kept costs at a minimum.

Opportunities

IT management software presents new ways for automating cumbersome and tedious tasks. This paved the way for generating and keeping precise and accurate records, as well as producing better performance of these tasks. Moreover, as the process of automating these tasks is not manually overseen, several man-hours are spent on other more pressing activities.

IT management software also gives up-to-date information, as well as necessary statistics needed by an IT professional to make sound business decisions. All the while, it can create reports, updates, and other collateral for other people within the company.

In short, IT management software allows IT leaders and IT departments to do more with less time consumed.

Benefits

IT management software enables you to cut down costs by providing accurate and updated data on all your IT assets at the touch of a finger and in a matter of seconds. This allows businesses to allocate valuable resources more optimally while also increasing productivity and efficiency that may be used for other core competencies.

Through the various services incorporated into an IT management software, IT leaders and their non-technical counterparts have a clear view of their IT assets and how these contribute to the company's bottom line.

Whether you are a large multi-national corporation or a small business, there are benefits to be gained from a properly deployed IT management software.

Challenges

IT Management is a complex process where a lot of systems and sub-processes are involved. As an IT manager, or a business owner, you should have enough information to control, manage, and decide. Pretty straightforward, but it is not always easy.

For one, IT is a very dynamic area in business. Over the years, the world has seen the prices of hardware go down, while also seeing an increased activity in software development. As such, businesses have found many solutions to their problems by turning to IT.

This has led to the ever increasing reliance of businesses on information technology. In fact, IT is no longer just a support function for most businesses, but a business service provider. It serves to increase productivity of employees, improve systems that are already in place, and harness new technology to further enhance the day-to-day operations of a company.

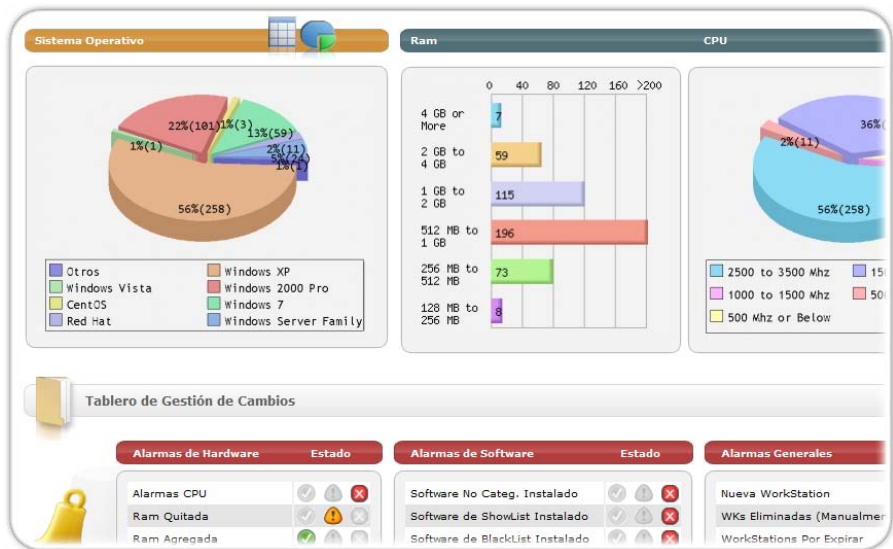
It is no surprise then that IT has become an integral part of any business over the years

and that no successful company has become so without a good IT management plan in the works.

IT Costs

Information Technology has become one of the drivers of costs for most organizations. So much so that Gartner, Inc., a respected research agency, has forecasted that global IT expenditures reached more than \$2.4 trillion in 2010, and that is bound to increase in 2011 as it has in recent years.

On a smaller scale, the average network engineer earned around \$66,000 annually in 2008, while computer and information systems managers got more than \$112,000. This is according to the United States' Bureau of Labor Statistics (BLS). These salary rates are just for the average IT professionals. The top network engineers demanded more than 100,000 in compensation, while key computer and information systems managers got close to \$150,000. This is exclusive of additional perks and benefits.



On top of the high cost of hiring an IT professional, there is another reality that's very difficult to keep. IT is a very dynamic field and as such, employment opportunities abound. According to the BLS, network engineers for one see a 30% growth in employment opportunities, while computer and information systems managers have 17% more jobs opportunities now than three years ago.

Indeed, the cost of sourcing, recruiting, hiring, training, and keeping an IT professional is

tremendous. Add to this the time spent in these processes, and any enterprise can see just how much importance is hinged on a single IT professional.

Investments are Rationed

IT managers are also tasked to provide more services now with less financial resources than before. A Symantec poll released in 2009 showed that 62% of IT management professionals are faced with the task of providing more IT-related services with the same or less cash than they had in the previous years. This situation is made even worse by the downsizing of IT personnel as indicated by nearly two-thirds of the respondents, and less investments on technology. As such, IT departments are forced to work with less money and manpower while being expected to provide more services.

Locations and Scale

Furthermore, managing IT resources and assets are becoming more complex as globalization takes root. Suddenly, it is no longer just a matter of how many computers are in your offices, but you also have geographical additions. You may have to set up an IT inventory system to include not just your headquarters but also your offices in Germany or the Philippines, or in any parts of the world. Just imagine the logistics of keeping your IT systems up-to-date in such a set-up. Not only would you need to learn new technologies such as cloud computing, virtualization, and other emerging technologies, a company also needs a team of IT professionals at each location to ensure proper functioning of the business.

IT and Management Clash

With Information Technology becoming an important part of daily operations, it is vital that IT should help the organization drive down costs and contribute to the bottom line. In reality, a lot of CEOs and CFOs are looking at IT expenditures and are wondering if these payments are worth it and what could be done to lower the same. There are

many factors that contribute to this divide, or clash as one might put it. One of the biggest factors is that most IT professionals and leaders do not really know how to communicate what they have in mind to non-technical personnel in their organization. This is compounded by the increasing complexity of IT solutions, processes, and reports. Moreover, those in charge of IT may not have the right data or tools that may help them explain how the processes they handle could actually drive down costs.

As such, there is often a disconnection between what non-technical business leaders see and what IT leaders do.

In summary, key IT employees are being tasked to align IT expenditures with the businesses' overall goals. IT is also being charged to reduce expenditures while also upgrading and enhancing their services. Vendor management and strategic investments are increasingly becoming critical accountability for the IT professional. This challenge to do more with less, while also helping the company's bottom line is what makes IT management software an ideal solution in today's business environment.

Opportunities

The truth is, a lot of new and not-so-new technologies are coming up to help IT managers and other IT personnel make their jobs a lot easier. In the Symantec survey stated above, a majority of respondents indicated that automating common tasks and getting the tools to help them with the management side of IT is going to help surmount most of the challenges faced by IT personnel all over the world.

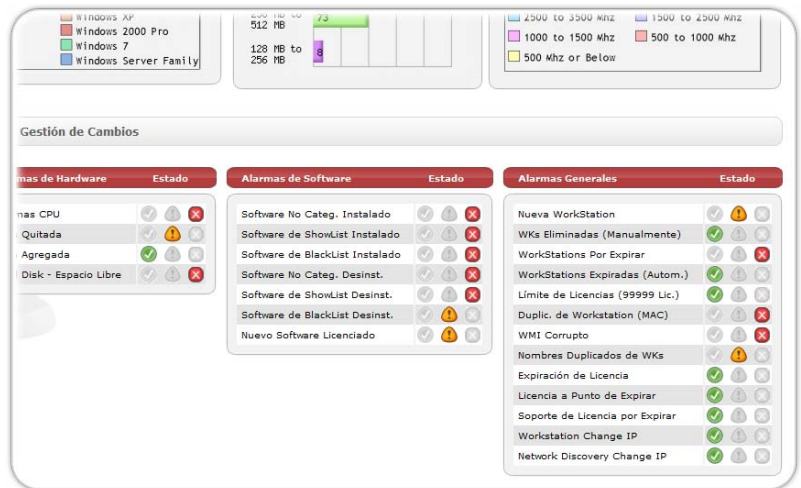
No matter how you look at it, IT's main role in the organization is to increase productivity of all systems and processes. This is done by providing improved quality of services while also cutting down unnecessary costs. This is what IT management software helps you with.

Cut Costs

IT management software helps businesses drive down the costs when it comes to IT-related purchases, management, and administration. IT management software covers everything from software, hardware, and even peripherals.

Reduce Costs by Reducing Overhead

A properly deployed IT management software can help IT leaders decrease their overhead. This includes being able to properly allocate the organization's resources to those applications and systems that are directly affecting the business' objectives and goals; making sure that the company is in compliance with regulatory requirements; and increasing the effectiveness and efficiency of IT support services.



Let IT Personnel Focus on More Important Tasks

| Workstation | Usuario | Lenguaje Os | Dis. Service Pack | Dis. |
|--------------|------------|------------------------------|-------------------|------|
| Abast-MP | rburgues | Spanish (Spain, Modern Sort) | Service Pack 3 | 10 |
| ASST-0V | wargues | Spanish (Spain, Modern Sort) | Service Pack 3 | 10 |
| Admin-04E100 | puillalba | Spanish (Spain, Modern Sort) | Service Pack 3 | 10 |
| ADMV462 | masanzuelo | Spanish (Argentina) | Service Pack 2 | 10 |
| admin-ing | ascherech | Spanish (Spain, Modern Sort) | Service Pack 3 | 10 |
| ALMAC28PM | mbertolini | Spanish (Spain, Modern Sort) | Service Pack 3 | 10 |
| ALMO541 | puillalba | Spanish (Argentina) | Service Pack 2 | 10 |
| ALMO542 | juanado | Spanish (Argentina) | Service Pack 2 | 10 |
| ALOC428 | cederita | Spanish (Argentina) | Service Pack 2 | 10 |
| AUD475 | mazzata | Spanish (Argentina) | Service Pack 2 | 10 |
| aud477 | atreu | Spanish (Argentina) | Service Pack 2 | 10 |
| aud478 | mayerdi | Spanish (Argentina) | Service Pack 2 | 10 |

As it is, IT departments are understaffed and filled with overworked personnel. With an IT management software in place, the little things that take up so much time are eliminated, freeing the IT staff to focus more on critical business software and systems.

Fast and Easy Inventory Management

The old way of taking inventory is not only a headache when it comes to allocating staff time, but is also open to inconsistencies and mistakes. An IT management software could help automate the task of inventory recording and track the movements of IT assets. Not only do you save time and ensure accuracy, you also get up-to-the-minute data on all your IT assets at any time of the year. You can get critical information on what the organization owns, where it is located, and who is using it. Managers can also pinpoint maintenance and upgrade works to be done.

Fast and Easy License Management

It used to be that keeping track of software licenses, their allocation, and when they will have to be renewed proved to be a cumbersome process. Mistakes can be costly: Critical software stops working; otherwise vendor support for these software becomes unobtainable. Worse, the organization runs into legal problems by using unlicensed software.

Better Vendor Relationships

Because everything is centralized, all your purchase decisions are made by the IT department, instead of several company departments. This centralization allows IT to work with a few software and hardware vendors that they can develop a relationship with. Aside from monetary perks such as bulk discounts, one gets to enjoy non-monetary perks as well such as getting preferred customer status and superior assistance on IT-related products.

Better Communication

It has been said time and again that IT is an integral part of any business. IT is no longer a standalone operation apart of other departments such as finance, accounting, human

resources, and upper management. The best business strategies are those that have IT incorporated in it. As such, an IT management software should be able to generate reports, updates, and alerts that are easily understood even by non-technical people. This optimizes the amount of information being generated by the system since other people could easily comprehend IT-related assets and data, without having it explained to them.

Benefits

Benefits of IT Management Software as enabled by InvGate IT Management Software
InvGate's IT Management Software allows you to reduce the total cost of ownership while also ensuring return on investment. By giving you a one-stop solution to all your IT management needs, you get savings in both software cost and deployment, while also giving you reliable, accurate, precise, and up-to-date information on your IT systems.

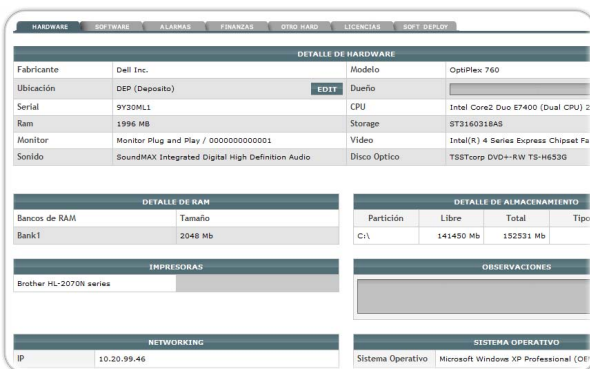
You only manage one software, instead of a lot of processes and programs. This reduces the guesswork and the number of hours of having to look into several developments, which may not work together too well. You can deploy InvGate's software in less than four hours and have your IT personnel work it with little or no training.

With InvGate's software package, it is easy to increase efficiency, make better IT decisions, and minimize your costs. What's more, everything is centralized online using a cloud-based system. InvGate works on a 100% web architecture that allows you to store and access your data from any computer that is connected to the network as long as they have the necessary credentials and permission. This system lets you get the data anytime, anywhere, with no special software required.

Further, the InvGate IT Management Software can accommodate the need of an organization of any scale and size, with no limitations – no matter where a computer or a network is situated. It does not matter if you only have 50 employees in one office, or thousands of workers scattered in offices all around the globe, the InvGate IT Management Software can be scaled to size.

Fast and Easy Inventory Management

The InvGate IT Management Software can give you an accurate record of all your IT assets, making it possible for you to reduce unnecessary purchases and acquisitions, while also maximizing your budget. No more having people go down and record information such as the manufacturer, serial number, and model of each workstation, hardware configurations, installed software, and other necessary information. No more wondering if these information are updated. You get all these and more in just a matter of seconds.



| DETALLE DE HARDWARE | | | |
|---------------------|---|--------------|--------------------------------------|
| Fabricante | Dell Inc. | Modelo | OptiPlex 760 |
| Ubicación | DEP (Deposito) | Dueño | |
| Serial | 9Y30ML1 | CPU | Intel Core2 Duo E7400 (Dual CPU) 2 |
| Ram | 1996 MB | Storage | ST3160318AS |
| Monitor | Monitor Plug and Play / 0000000000001 | Video | Intel(R) 4 Series Express Chipset Fa |
| Sonido | SoundMAX Integrated Digital High Definition Audio | Disco Óptico | TSSTcorp DVD+-RW TS-H653G |

| DETALLE DE RAM | | DETALLE DE ALMACENAMIENTO | | |
|----------------|---------|---------------------------|-----------|-----------|
| Bancos de RAM | Tamaño | Partición | Libre | Total |
| Bank1 | 2048 Mb | C:\ | 141450 Mb | 152531 Mb |

| IMPRESORAS | | OBSERVACIONES | |
|-------------------------|--|---------------|--|
| Brother HL-2070n series | | | |

| NETWORKING | | SISTEMA OPERATIVO | |
|------------|-------------|-------------------|---------------------------------------|
| IP | 10.20.99.46 | Sistema Operativo | Microsoft Windows XP Professional (OE |

Not only that, you can also keep track of all SNMP devices connected to the network with InvGate's IT Network Discovery. This technology allows you to gain full knowledge of devices that are connected to your network, which in turn enables you to have total control of your IT platform.

Moreover, InvGate provides you with fast and automatic software installation for every workstation in your company with its IT Software Deployment. You don't need to assign your IT personnel to install software for your employees, everything is done either on every computer or for selected groups. What's more, you get total control by being able to set up conditions, which would have to be met before a certain software is installed.

Change Management and Endpoint Security

Control and security are a big part of IT management, and this is where InvGate excels. You cannot control something that you do not know, so InvGate has made it easier for you to be on top of changes to any machine on your network. Any changes or modifications (such as components added, or a change in location, user, and other similar events) can come to you as an alert, informing you of these changes. You can also specify if any action is needed on your part or your team's part. The alerts are delivered

to the responsible recipient(s) either through email or SMS (or both). You can have detailed and historical information on alerts and changes on each system. This tool gives you complete authority, as easy as it gets.

Additionally, InvGate offers you unprecedented protection with its endpoint security features. If you need to secure confidential information from any workstation, you could rely on InvGate to easily enable prohibition and conditions, such as disabling the connection of removable storage devices or any connection to outside components on any workstation.



NonCategorized Software Installed: Active Alarms (1788 Alarms)

| Computer Name | Date | Type | Software Installed | User |
|---------------|---------------------|-------------------------|--|---------|
| dev03 | 2008-05-21 13:57:04 | New NonCategorized Soft | Update for Outlook 2007 Junk Email Filter (4b950378) | nicolas |
| dev03 | 2008-05-21 13:57:02 | New NonCategorized Soft | InstallShield 2008 | nicolas |
| DEV002 | 2008-05-12 16:44:51 | New NonCategorized Soft | Update for Outlook 2007 Junk Email Filter (4b950378) | Ale |
| dev03 | 2008-05-06 12:23:12 | New NonCategorized Soft | Microsoft Platform SDK (R2) (3790.2075) | nicolas |
| dev03 | 2008-04-24 11:37:13 | New NonCategorized Soft | Apache HTTP Server 2.2.8 | nicolas |
| dev03 | 2008-04-24 11:37:13 | New NonCategorized Soft | InvGate.net Asset Management | nicolas |
| dev03 | 2008-04-24 11:37:13 | New NonCategorized Soft | InvGate.net Client | nicolas |
| dev03 | 2008-04-24 11:37:13 | New NonCategorized Soft | Messenger Plus! Live | nicolas |
| dev03 | 2008-04-24 11:37:13 | New NonCategorized Soft | Microsoft Office Enterprise 2007 (OEM) | nicolas |
| dev03 | 2008-04-24 11:37:13 | New NonCategorized Soft | Microsoft Windows Software Development Kit Debug Symbols for .NET Development (6000.0.0) (OEM) | nicolas |
| dev03 | 2008-04-24 11:37:13 | New NonCategorized Soft | Mozilla Firefox (2.0.0.14) | nicolas |
| dev03 | 2008-04-24 11:37:13 | New NonCategorized Soft | Update for Outlook 2007 Junk Email Filter (4b949037) | nicolas |
| PGC0071 | 2008-04-24 10:54:42 | New NonCategorized Soft | Adobe PDF Library Files (OEM) | Ale |

Furthermore, InvGate facilitates you to take control of any computer that is connected to your LAN or WAN network. This makes it possible to troubleshoot computers. You can even catalog all your machines no matter where it is located, while also ensuring privacy and protection on the part of the user.

This feature allows you to train users in using new software or diagnose problems. No more losing precious man hours traveling back and forth several locations.

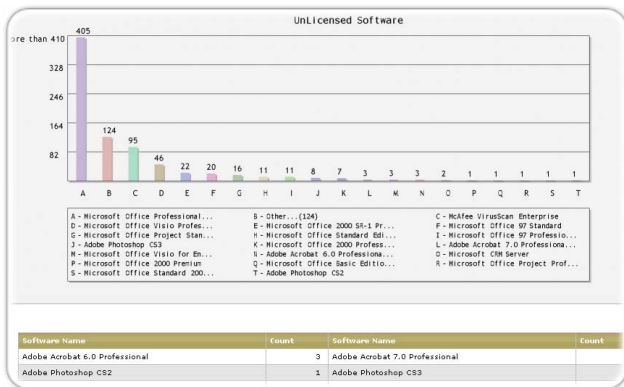
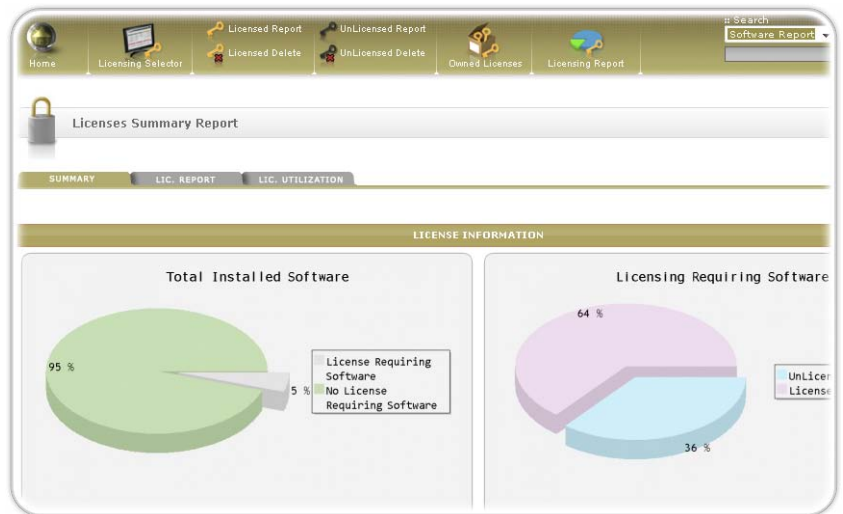
Fast and Easy License Management

InvGate lets you be on top of your company's software licenses, making sure you do not damage your organization's reputation and get into legal problems just because of licensing requirements. Apart from getting an exact record of all your licenses, InvGate's IT License Management also incorporates several management plans for your licenses. It also helps you keep track of maintenance records for renewal, reports on license investments, allocate licenses to those who need it, define downgrades when possible,

and give accurate cost analysis for all license renewals.

Getting a license for a software you do not use or need is one of the easiest ways to blow money that could have been spent elsewhere. InvGate's IT Software Metering allows you to see which of your installed software are being used, how often they are being used, and other useful statistics needed for better

licensing management. With this tool, you can easily make decisions on which licenses to renew, which licenses are underutilized or unused, and even monitor unregistered software in your network. Thus making it easier for you to save money just by getting the licenses your workforce needs and actually uses.



Better Communication with Non-Technical Peers

From depreciation, investment analysis, to warranty expiration, and total cost of ownership control, the IT Financials and LifeCycle module provides you with detailed and accurate reports aimed at making it easier and faster for you to make decisions regarding money matters and finances related to IT. In other words, you are given all the necessary information from the time all IT assets are purchased, stocked, and even those that have been retired or given out. You can then share these data with others in your organization,

making it easier for you to communicate your company's IT needs and expenditures to nontechnical business leaders.

Further, because IT is an integral part of an organization, it is no longer enough for the knowledge, statistics, and information to be known by IT managers and personnel. These facts, data, and figures can easily be generated by InvGate's IT Advanced Report by anyone in the organization who has access to this information. Fully customizable, you can specify what level of detail or information should be included on the reports. The report can include charts, drawings, and figures. These reports can be exported into a spreadsheet or a PDF file for easy sharing.

Conclusions

IT management software gives you all the tools you need to control, manage, and decide what's best for your business. From providing you the current status and location of your IT assets in a matter of minutes, to giving you the chance to allocate and optimize your time and resources, as well as that of your staff. An IT management software supplies you accurate, reliable, and consistent information you need to make and set-up creative, intuitive, and intelligent answers for almost all your IT-related problems. All these solutions are found in one place - InvGate.com.