SMARTER THAN SMARTNET

NOT ONLY DOES CENTRICSIT HELP YOU CUT HARDWARE SUPPORT COSTS, WE ALSO GO **ABOVE AND BEYOND** INDUSTRY-STANDARD SLAS.

CENTRICSIT
WE SEE IT DIFFERENTLY

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COMPARING CISCO MAINTENANCE PRICING TO A THIRD-PARTY MAINTENANCE QUOTE

Cisco bundles SMARTnet support with your initial hardware purchases, and these contracts are typically structured for 1-3 years. Once that initial SMARTnet contract is up, your maintenance costs will skyrocket, as the cost to renew OEM support on older equipment is substantially higher than the cost to support brand new hardware.
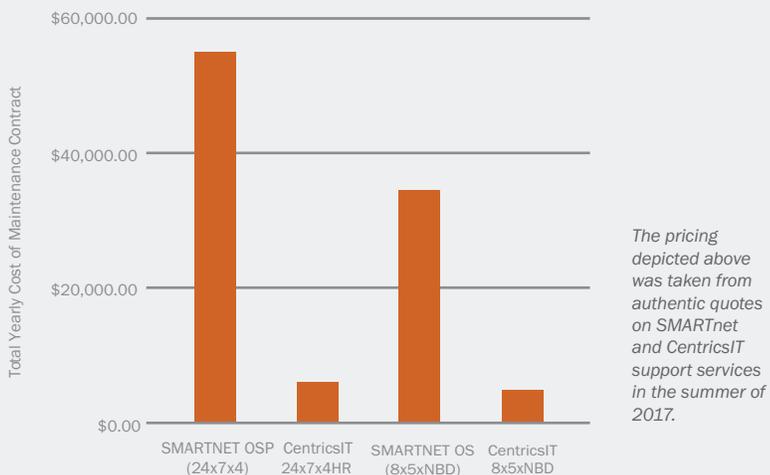
It might make sense on the surface—older equipment is more likely to have problems than hardware that was just unboxed. But what the OEM doesn't want you to know is that it actually costs Cisco less to maintain your equipment the longer it has been on the market. That is because spare parts become more abundant and engineering talent less scarce. Cisco treats SMARTnet more like an insurance policy than a maintenance plan, so when your equipment is more likely to require support, the OEM chooses to bully you into purchasing new hardware instead.

MAINTENANCE BY THE NUMBERS

Because CentricsIT makes a global market on secondary market hardware, our third-party maintenance solution is backed by certified, refurbished stock anywhere around the globe. This reach guarantees that we get the very best deal on the parts that our customers need most. Unlike OEMs, we follow the market. When we save, so do our clients. In fact, we ran the numbers on some typical Cisco equipment, and those who make the switch to CentricsIT Support Services can see up to 80% savings on their Cisco maintenance expenditures.

Total Yearly Cost of Maintenance Contract

$60,000.00
$40,000.00
$20,000.00
$0.00

SMARTNET OSP (24x7x4)   CentricsIT 24x7x4HR   SMARTNET OS (8x5xNBD)   CentricsIT 8x5xNBD

The pricing depicted above was taken from authentic quotes on SMARTnet and CentricsIT support services in the summer of 2017.

A STEP ABOVE

CentricsIT provides identical parts and the same high-quality maintenance support as Cisco, but at a significantly lower price point. Through economical hardware procurement, global sourcing networks, and a dedication to excellence, we will partner with you to change the trajectory of your maintenance budget.

CENTRICSIT PROVIDES SPEED AND EXCELLENCE

Not only does CentricsIT help you cut hardware support costs, we also go above and beyond industry-standard SLAs.

The services and hardware we provide will be the same quality you are accustomed to receiving through your SMARTnet contract. However, because we define our SLAs more favorably for our clients, you'll receive support faster than you're used to. Cisco offers you a selection of SLA choices like 24x7x4 and 8x5xNBD, and while CentricsIT offers the same SLAs, our response rate is markedly different.

For example, Cisco's 24x7x4 model promises 24-hour TAC availability, 7 days a week, with an assurance that a technician will call you back within four hours to troubleshoot your issues over the phone. Our 24x7x4 model promises the same level of TAC availability, but we don't simply call you back. Our global network enables one of our certified technicians to arrive with part in hand at your data center within those 4 hours, and we'll have you back up and running faster than before.

START A SMARTER CONVERSATION

Feeling stuck in your SMARTnet maintenance contract and want to start making some budgetary changes? Talk to a support specialist at CentricsIT to discuss a flexible plan to free up your finances.