



LaSalle Identifies over \$2,500,000 in Savings for Customers



Real Cost Savings Driven by Real Data

Overview

In late December 2010, Cisco announced significant price increases to take effect on February 1, 2011 for maintenance services, specifically targeted towards older products. This increase is typical for IT assets and in this case could have impacted the customer by as much as 25%.

Opportunity

LaSalle Solutions took this opportunity to ensure our customers were aware of the changes and how they would be affected. LaSalle also took time to help customers make informed decisions on whether to purchase maintenance services prior to the increase or consider a technology refresh for this aging equipment.

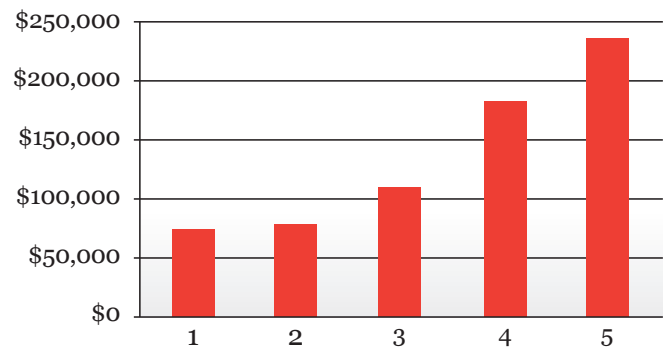
Solution

LaSalle's support team, using LAMP and our best practice processes, quickly audited each customer with Cisco assets to determine who would be affected and how.

After running an analysis of over 21,000 Cisco SKUs over the entire LAMP database, our results quickly showed over 1500 assets across 60 customers would be affected by increases of 12% to 25%. The data in LAMP allowed us to identify the locations and maintenance contracts affected as well. These reports gave the LaSalle team the information we needed to be able to contact our customers to alert them to what was happening and how they might be affected.

With this information, LaSalle was able to advise each customer about their individual potential budget risks and help them develop and swiftly execute a well-informed plan to meet their needs.

Top 5 Customer Savings



Results

With less than 45 days notice, with LAMP at our fingertips, we were able to generate reports and scenarios to help our customers save money.

In fact, one of our customers saved over \$200,000 on a renewal that was to happen only a month later.

People, Process and Technology working together to drive real savings – this is the LaSalle difference.

Find out how **LaSalle can help you save** today!

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