



Managing the Bottom Line Peter Reilly

Doing More With Less

Consortiums and Sharing

- Internet access
- Firewalls
- Filtering
- Security and Virus updates
- Hosting applications
- Engineers and technicians
- Volume purchasing
- R&D

Converge Technologies

- Data
- IP Telephony
- Video Conferencing
- Home and Community Access

Standards and TCO Principles

- The cost of support and maintenance over the life of the computer is larger significantly more than the purchase price.
- Remote management tools

Server/Web-Based Computing

- Less emphasis on desktops slows replacement cycle
- Replacements can be "Thin" or "Smart" clients

More Evidence of Value

- How do you measure the value of technology?
- Non-technical staff may not be aware of, understand or appreciate what goes on behind the scenes.
- More evidence of expanded responsibilities and expectations

Produced