

5 strategies for greater IT flexibility

Rising hardware costs are putting pressure on IT budgets. You can't control prices or market conditions—but you can control your choice of equipment, financing, and procurement.



1

Align your IT with business needs

Those who understand their teams' actual needs invest strategically in the right technology rather than in features with no concrete benefit.

→ Define the required features for each user group

2

Expand your options

Regular market comparisons provide the basis for retaining proven technology or supplementing it with suitable alternatives.

→ Compare vendors, solutions, and terms

3

Create financial flexibility

A look at the total cost of ownership reveals potential savings throughout the IT lifecycle. Sale-and-lease-back can also free up capital from your existing fleet.

→ Analyze TCO and evaluate sale-and-lease-back

4

Stay adaptable

Flexibly adjustable contract terms allow you to use equipment longer or replace it sooner, depending on your needs and cost-effectiveness.

→ Review contracts for flexible terms

5

Make your procurement more agile

Standardized, scalable procurement processes help ensure that new technology can be deployed quickly, even when needs change.

→ Standardize recurring processes

How flexible is your IT strategy?



Price increases highlight where dependencies exist. Rate each statement on a scale from 1 = **does not apply at all** to 5 = **applies completely**.

Demand-Driven Approach

Our IT decisions are based on the actual requirements of different user groups, not on standard devices or the latest technology trends.



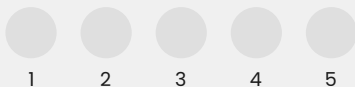
Vendor Independence

We regularly compare vendors, terms, and solutions to identify the best option for our needs and avoid dependencies.



Investment Flexibility

We understand the total cost of our IT across its entire lifecycle and leverage existing opportunities to create financial flexibility.



Resilience

We can flexibly adapt technology cycles to market conditions, business requirements, and cost-effectiveness.



Speed

Our procurement processes enable us to deploy new technologies quickly, in a standardized and efficient manner throughout the company.



Total Score

0 / 25

Your Evaluation

5–10 points: Urgent need for action

Rigid structures, vendor lock-in, or restricted procurement processes could limit your ability to act.

11–18 points: Good foundation with room for improvement

Certain areas offer potential for greater flexibility and financial leeway.

19–25 points: High flexibility

Your organization is well-positioned to respond to new technologies, market changes, and economic challenges.

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