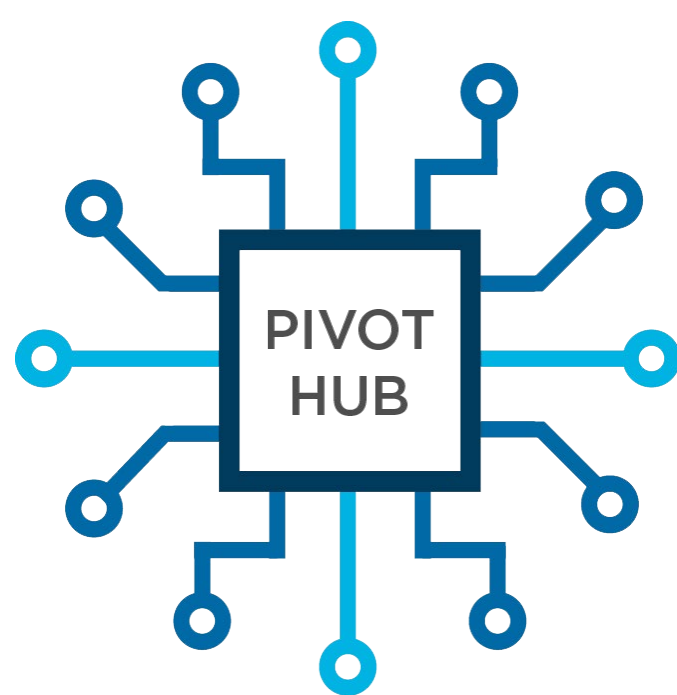


# PIVOT HUB

The Pivot HUB is a value-added, cloud-based platform that Pivot customers can use to streamline IT asset management through the automated collection of data about software, hardware & other assets in their IT environment.



## BUSINESS DRIVERS



# 30%

of business technology spend is wasted.<sup>1</sup>



# 35%

of IT assets are “ghost” assets that are on your books but missing or no longer used.<sup>2</sup>



# 12%

of IT assets are “zombie” assets that are used but aren't on your books.<sup>3</sup>



# 67%

of end-users have introduced “shadow” IT assets into their organization without the consent of their IT organization.<sup>4</sup>

# 30

Average number of cloud services organizations think they are using.<sup>5</sup>

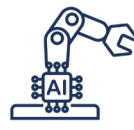
# 1,900

Average number they are actually using.<sup>6</sup>

## THE HUB VALUE PROPOSITION



Centralized asset tracking creates a single source of truth.



Automated data collection eliminates error-prone manual processes.



Unified reporting mechanism minimizes miscommunication.



Precise inventory data enables more accurate budgeting & spending forecasts.



Holistic view of software licenses & cloud subscriptions eliminates waste.



Hardware lifecycle insights contributes to a sensible refresh cycle.

## THE PIVOT ADVANTAGE

### NO-COST SERVICE

The HUB is a value-added service that Pivot customers can use to reduce overall total cost of ownership & risks associated with technology assets.

### DATA GOVERNANCE

We use advanced data modeling techniques to ensure the accuracy & reliability of data collected from disparate tools & systems.

### INTUITIVE DESIGN

The self-service portal features a clean, simple front end that makes it simple to access a variety of data visualization tools & management features.

### IMPROVED VISIBILITY

A centralized repository of asset data across multiple vendors eliminates the silos caused by disparate systems, tools, processes & groups.

### HANDS-ON ASSISTANCE

Utilizing the data in the Pivot Hub, our team will help you with license management, volume licensing agreements, lifecycle planning & periodic health review.



Powering the Digital Journey

www.pivotts.com  
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<sup>1</sup>2020 State of Tech Spend Report, Flexera, October 2019

<sup>2,3</sup>Ghost and Zombie Assets, AssetWorks LLC, October 2016

<sup>4</sup>“I.T. Stands Its Ground,” NextPlane, February 2019

<sup>5,6</sup>2019 Cloud Adoption and Risk Report, McAfee, November 2018