LaSalle Solutions

Helping You Manage the Lifecycle of Your Assets.

Improved Component Visibility Reduces Costs, Simplifies Planning

LaSalle Customer gains holistic view of device component information and a more proactive lifecycle process

CHALLENGE

A LaSalle Solutions Customer, one of the world's largest publishers of digital information, was having trouble keeping track of equipment acquired through some of its other lessors. It was particularly difficult to identify component relationships (parent-child) for devices that had been moved or changed since time of purchase.

Without sufficient audits to align the device components and correct the associated data, the Customer was experiencing **excessive charges for incomplete and erroneous equipment returns.** They needed more visibility into their individual equipment components to improve planning and avoid extra fees at lease end.

SOLUTION

LaSalle worked with the Customer to audit devices acquired from other lessors, **capturing and correcting data in 51 locations (14 international)** for leases that had not yet reached maturity. The equipment information was then uploaded into **LAMP**^{SM}, LaSalle's industry-leading cloud-based platform, where the Customer was already tracking device information for equipment leased through LaSalle.

LaSalle populated LAMP based on the equipment status at time of purchase to provide a complete view of where each component originated, in addition to the current location. LAMP also enabled the Customer to generate recurring reports around both leased and owned equipment, with status alerts for upcoming lease maturity dates.

RESULTS

The Customer now tracks all lease schedule, asset and maintenance contract information in LAMP, providing a holistic view of the entire network inventory. LAMP's visibility delivers unparalleled access to equipment data, which is verified and updated for accuracy—with the device-specific information the Customer needs to ensure that the correct components are returned at lease end, avoiding additional fees.

LAMP also provides the Customer with tools to improve forecasting and budgeting processes. With customized reporting features and status alerts, it's easy for the Customer to plan ahead for end of term, driving a more proactive lifecycle process from start to finish.

HIGHLIGHTS

Industry:
Digital Information Publishing

Challenge:
- Lack of device component visibility
- High end-of-lease costs
- Excessive charges at lease end
- Planning inefficiencies

Solution:
- Audited external leases
- Corrected data inaccuracies in 51 locations (14 international)
- Validated and aligned device component information once in LAMP
- Provided equipment information from time of purchase
- Enabled reporting features and status alerts

Results:
- Gained holistic view of equipment components
- Ensured accurate, verified data
- Reduced end-of-term fees
- Improved lifecycle planning

Better Information. Better Process. Better Results.

Find out how LaSalle Solutions can help you today!

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