

Lifecycle Services

YOUR IT STACK IS COMPLEX. MANAGING IT SHOULDN'T BE.

As cybersecurity risks grow and AI advances at lightspeed, modernizing your tech stack has become non-negotiable.

Every new platform, license, and vendor should bring clarity. But instead, you get more contracts, more complexity, and more cost.

If your team can't see what it owns or where it lives, it's nearly impossible to plan effectively, reduce risk, or scale with confidence.

You need visibility, predictability, and control across your entire IT portfolio.

PROVEN EXPERIENCE

- » **31+ Years of Experience** — proven success helping enterprise clients simplify and secure their IT environments.
- » **Cisco Preferred Partner & Cisco Customer Success Expert** — deep expertise in Cisco software lifecycle, licensing, and EA management.

WHAT SETS ANM APART

- » Dedicated hardware lifecycle assessments, including LDOS planning
- » Quarterly Reviews with your dedicated Customer Success Managers
- » Usage insights for proactive planning and EA optimization
- » Lifecycle support tied directly to your business goals



SECURE. CONNECT.
TRANSFORM.



End-to-End Lifecycle Management



ANM supports the planning, implementation, and ongoing management of your technology initiatives from Day 1 to retirement.

Software Lifecycle Management

SERVICE	WHAT WE DELIVER
Enterprise Agreement (EA) Management	End-to-end Cisco Enterprise Agreements management, from purchase planning and onboarding to renewal and True Forward forecasting.
EA Recasting and Consolidation	Strategically expand, consolidate, or restructure EAs to maximize discounts and simplify management.
Onboarding and Activation	Ensure all purchased licenses are generated, activated, and properly aligned with your deployment strategy.
Usage Monitoring & Optimization	Gain visibility into what you own, what you're using, and where there's untapped value. We track usage and platform adoption to improve ROI.
True Forward Preparedness	Prevent surprise charges with proactive usage monitoring and consumption forecasting.

Hardware Lifecycle Management

SERVICE	WHAT WE DELIVER
Asset Inventory and Visibility	Identify all hardware assets in your environment, including unsupported or aging systems.
End-of-Support (LDOS) Tracking	Monitor the Last Date of Support across critical infrastructure to prevent downtime and compliance risk.
Refresh Planning	Develop proactive plans to replace or upgrade devices before they become liabilities.
Contract and Warranty Management	Consolidate SmartNet and other vendor support contracts to simplify renewals and reduce coverage gaps.



ANM's Lifecycle and Adoption Program Framework

Our lifecycle management approach ensures that every asset, hardware or software, is strategically managed across its full lifecycle.

1 Identify

- Surface risks, unsupported systems, redundant tools, and underused licenses.
- Gain visibility across your environment via digital consent and internal systems.

2 Plan

- Align hardware and software lifecycle strategy to business outcomes.
- Map out timelines for onboarding, usage milestones, refresh cycles, and renewals.

3 Onboard

- Centralize your licensing and support entitlements.
- Ensure proper activation and provisioning of services and subscriptions.

4 Activate

- Verify license usage is aligned to the correct users, systems, and departments.
- Eliminate delays in usage and improve speed-to-value.

5 Adopt

- Track adoption metrics and usage trends across platforms.
- Provide enablement to improve feature utilization and adoption.

6 Optimize

- Identify and eliminate unused or underutilized licenses.
- Rationalize subscriptions to reduce the total cost of ownership.

7 Renew

- Prepare for True Forward adjustments and license renewals well in advance.
- Consolidate timelines and negotiate from a position of insight.

Simplify the Complex. Extend the Value.

Lifecycle management is more than simply tracking renewals. That's why we build an ongoing engagement model that aligns licensing, infrastructure, and business goals. With specialized teams, Cisco EA expertise, and cross-vendor visibility, ANM helps you simplify complexity and drive value from day one.



Simplify the Complex. Extend the Value.

- Unified visibility across contracts, assets, and usage
- Lower TCO through rationalization and smarter planning
- More predictable budgeting with True Forward and EA insight
- Faster time to value with full-stack onboarding and adoption support
- Reduced risk through proactive support and renewal alignment

While ANM's lifecycle program is deeply embedded in Cisco's EA and support ecosystem, our broader partner network supports hybrid environments across Cisco, Microsoft, VMware, Broadcom, Palo Alto Networks, and more. Our experts track licensing, entitlements, and hardware risks across your multi-vendor infrastructure, giving you unified oversight within a single program.



Simplify what Comes After the Purchase

Start optimizing your IT lifecycle with confidence. Talk to a Lifecycle Manager to evaluate your asset and license visibility, prepare for EA renewal or True Forward, and create a hardware refresh roadmap.

TALK TO AN EXPERT

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