

Info sheet

Rapid Value Assessment:

Intelligent Device Refresh

A focused assessment to optimize your device life cycle strategy

Age is no longer a reliable reason to replace a device. Enterprise PC costs are rising sharply due to memory chip shortages, AI infrastructure demand, and supply chain pressure. At the same time, organizations face growing uncertainty around AI PCs, when employees need them, when to adopt, and how to manage the cost impact. Many organizations continue replacing devices that are still performing well on fixed schedules, leaving real value on the table.

The Intelligent Device Refresh Rapid Value Assessment is a short, targeted diagnostic engagement. It analyzes your device estate — performance, employee experience, asset age, support patterns, and total cost of ownership — and delivers a clear, evidence-based strategy for smarter life cycle decisions.

How the assessment works

Each assessment follows a structured review across four phases designed to deliver rapid financial and operational clarity. The engagement is a light touch for your team, requiring approximately 10 hours of your time, and typically completes in three to four weeks.

Stage	Scope
Discover	Establish scope, baseline posture, and success metrics across two workshops — the first aligns stakeholders on cost, employee experience, carbon, and risk; the second collects inputs to inform the model and recommendations.
Analyze	Quantify where and how to reclaim value: model total cost and avoided spend, assess persona-aligned performance and risk, and test refresh scenarios with a sustainability lens.
Consolidate	Synthesize insights into a multi-year optimal refresh strategy; set the costs, risks, and ROI baseline; and produce targeted short-term recommendations.
Plan	Secure executive agreement on recommendations, business case, and plan; lock funding and governance; start execution.

What you'll gain

- **Estate visibility:**
  A point-in-time view of device health,* lifecycle risk, and total cost of ownership across regions, vendors, and operational functions — in a single accurate picture
- **Financial impact modeling:**
  Total cost of ownership calculations across your full device lifecycle, avoided spend projections, and a five-year savings roadmap with ROI analysis adjusted for AI hardware inflation and attrition
- **Persona-based refresh insights:**
  Identification of employee groups most affected by underperforming devices*, persona-based refresh catalog recommendations tailored to real usage patterns,* and guidance on AI PC adoption timing based on expected workload requirements
- **Environmental impact quantification:**
  Carbon dioxide emissions avoided through lifecycle extension and reduced device shipments, connecting refresh decisions to measurable sustainability outcomes
- **An executive-ready business case:**
  Quantified savings, proposed device life extension strategy, payback timelines, and documented assumptions that align IT, finance, and procurement around shared goals — and a practical path toward Unisys Device Lifecycle Management or Unisys Digital Experience Management before making a larger commitment

Seeing Intelligent Device Refresh in action

A leading European financial institution needed to de-risk and accelerate its device refresh, targeting users with the worst device experience based on real data. Using Nexthink telemetry and DEX scoring, Unisys helped validate a targeted refresh list — identifying 24 devices with critically poor experience scores and 288 out of warranty and degrading — reducing the original refresh list by 70%.

The result was approximately $900K in potential savings through device life extension and a measurable reduction in incident volume and instability across the environment.

Why Unisys?

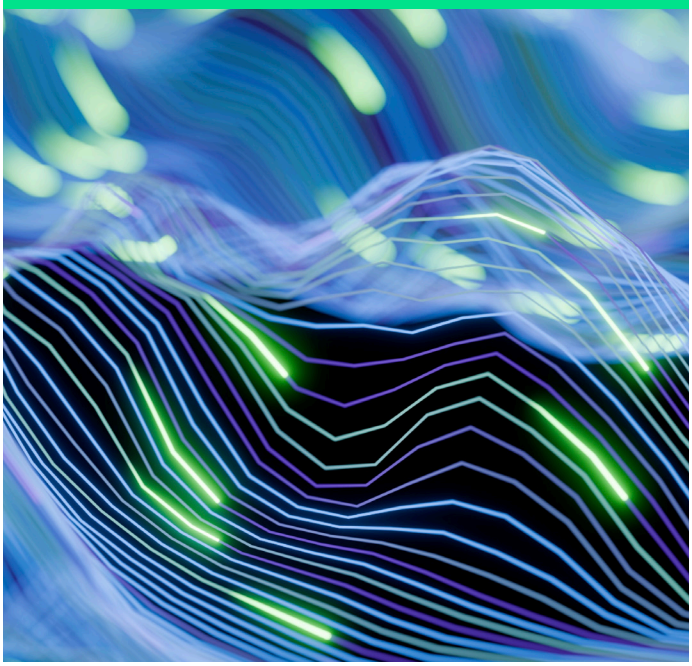
Unisys manages millions of devices globally across complex enterprise environments, giving us a depth of real-world data and operational insight that informs every assessment we deliver.

Our methodology combines proprietary TCO modeling with estate intelligence from endpoint analytics platforms, including Nexthink and Microsoft Intune, where available. We integrate cost, employee experience, and sustainability insights into a single coherent view — connecting the financial, operational, and environmental dimensions that most assessments treat separately.

Our vendor-flexible approach spans mixed-device fleets across 100+ countries, with hardware relationships across Dell Technologies, Lenovo, HP, Apple, Microsoft, and more. Our teams bring together financial management expertise and technical depth so that finance, IT, and procurement arrive at shared conclusions rather than competing ones.

Start optimizing your device lifecycle

The Intelligent Device Refresh Rapid Value Assessment can be delivered independently or extended with a deeper engagement toward Digital Experience Management or Device Lifecycle Management to validate operational workflows, scope, and delivery readiness. To learn more and start your assessment, contact us today.



*Where client data is unavailable, industry best-estimate values and assumptions are used to inform the TCO model and recommendations

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