



ManageEngine  
Endpoint Central

WHY **ENDPOINT MANAGEMENT**  
IS YOUR BEST DEFENSE AGAINST  
**A RECESSION**

2022's word of the year is "permacrisis," according to Collins' dictionary. A permacrisis is an extended period of insecurity and instability. It's a harsh but accurate way to sum up 2022.

From the rise in the cost of living, the continuing pandemic, extreme weather events, and global inflation to energy shortages, political crises, and economic slowdowns, there is no denying the inevitable truth: The world is headed for another recession.

In January 2023, the World Bank warned that the global economy was "perilously close to [a] recession." International Monetary Fund reported inflation peaking in 2022, indicating a recession is likely since inflation precedes a recession. In preparation for this recession, companies have been laying off employees left and right.



**We may hit the ground hard or we may have a soft landing.  
But it is wise to prepare for the worst and hope for the best.**

**If you play your cards right, then whether there's a  
recession or not, your financial hygiene will be your best  
defense.**

There is a direct and indirect burden on IT departments during recessions. While they must adapt quickly to evolving user needs and superintend an ever-growing number of endpoints, they also must reduce technology costs and minimize new investments.

In a rush to keep up with this fast-paced transformation, reactive purchasing decisions are often made. The goal should never be to accumulate all the tools you can afford. Choosing just the right set of tools based on your needs and existing security measures is necessary.



Remember, every technology comes with a cost, in terms of money, manpower, and time. Eventually, all costs must be justified in terms of value.

Key tools that we recommend are: a ticketing system, a collaboration tool, a project management tool, and a device management tool.



# TODAY, DEVICES ARE THE PULSE OF THE PLANET

Endpoint devices connect people to technology. As employees come and go, devices advance, and security needs evolve—IT leaders must rise to the challenge of managing them without hurting users' productivity. An effective way to manage and secure endpoints, their users, apps, content, and data is to implement and deploy

a unified endpoint management (UEM) solution. This is an IT solution that manages your servers, laptops, desktops, smartphones, and tablets from a single console. It lets you control what devices can and cannot do while monitoring them in real time.





# WE SHAPE OUR TOOLS, AND THEN OUR TOOLS SHAPE US

**2000**

In the late 2000s, organizations increasingly automated desktop administration tasks that were previously done manually. Client management tools (CMT) was the name of this market.

**2010**

It wasn't until 2010 that mobile devices entered IT organizations' radars. In response, mobile device management (MDM) was born and evolved into enterprise mobility management (EMM), which offered increased security.

**2018**


By 2018, organizations increasingly sought a single platform and vendor to manage desktops and mobile devices. Thus, CMT and EMM converged to become UEM.

# IS UEM A GOOD INVESTMENT FOR ORGANIZATIONS?

C-level executives have a lot on their plate: understanding the market scenario, keeping up with technology, managing finances, and keeping their employees happy. A UEM solution can help ease the burden.

**According to Forrester's 2022 survey, 28% of decision-makers will invest in UEM in the next 12 months.**

Statistics show that companies' productivity increases dramatically when endpoints are managed properly, and UEM is the most powerful catalyst for achieving this. It is for this reason that companies are rushing to implement UEM—to prevent chaos from descending upon their devices.



**UEM market size is projected to reach \$48025.53 million by 2030, growing at a CAGR of 40.5% from 2023 to 2030.**





## OKAY, UEM. BUT WHERE DO I START?

Now that you understand UEM, you need to identify the right vendor for you. [Endpoint Central](#) is ManageEngine's flagship product which has been in the market for as long as the market has existed.

This tool gives you a high level of visibility as well as the ability to control and secure deeper details on each endpoint, allowing you to respond faster to crises, spot ongoing patterns, and take decision-making actions.

# WHAT MAKES ENDPOINT CENTRAL DIFFERENT THAN THE OTHERS?

01

## Domain specialist

For 17 years, we have evolved with the market.

02

## Zero acquisitions

The integration of alien codebases, more vulnerability, and less usability are some side effects of acquisitions, which we do not stand by.

03

## Experts recommended

IDC, Gartner, and Forrester have recognized us year after year.

04

## Bootstrapped

We are answerable to no venture capitalists, giving us the liberty to stay autonomous and focus on R&D.

[Try Endpoint Central](#)



# WHAT COSTS DO I SAVE WITH ENDPOINT CENTRAL?



**The cost of money**



**The cost of time**



**The cost of manpower**

# THE COST OF MONEY

The simplest form of cost is the actual dollars that an organization has to spend to achieve its objectives. If your IT isn't saving you money, it's costing you money. In these very uncertain times, a UEM solution could provide much-needed financial relief. Here's how:



- 1. Vendor consolidation:** Having five different agents from five different vendors sitting on an endpoint will eventually cause vendor bloat and cost you money. With Endpoint Central, one agent can do the work of ten different tools. Besides UEM, ManageEngine's in-house help desk software can also be powered by it.
- 2. Zero learning curve:** Recruiting and training employees to use software is an expensive endeavor. Endpoint Central doesn't require extensive coding skills and is easy to get started with. This makes it perfect for organizations that want to reduce the amount of time they spend hiring and training IT specialists.
- 3. 100% visibility:** Monitor, manage, and track all your physical and digital assets with automated asset management, thus saving on hidden costs.
- 4. Endpoint security:** Ransom demands, compromised data, lost business, downtime, legal costs, and reputation damage are a few nightmares that follow a security breach. Use Endpoint Central's automated intrusion detection and prevention systems to monitor and prevent cyberthreats.



**5. License management:** Save money by analyzing software license usage patterns. Keep track of licenses and installations, receive alerts when licenses are running low, and avoid software compliance fines and underused license purchases.

**6. Bandwidth consumption:** Consumption of bandwidth during patching and application deployment costs you more than you realize. Let's say you are going to deploy 10 patches of 8MB each on 100 machines. Manually, 10 patches per system would be 8MBx10 patches=80 MB, and for for 100 systems, it'd consume 8GB. However, with Endpoint Central, the patch needs to be downloaded only once on the server. It then can be deployed any number of times to any number of devices, without any additional consumption of internet bandwidth. This saves the bandwidth cost up to 100 times.

**7. Power conservation:** By setting up an effective power management system, tracking battery levels, and keeping track of system uptime, you can reduce your utility bills.

**8. Software harvesting:** Meter the frequency and duration of software use so that unwanted renewals and upgrades are avoided. Licenses can also be repurposed from one user to another.

**9. Reduced support tickets:** By publishing a self-service portal, you enable users to download software and patches at their convenience, without having to contact the sysadmin. This also reduces the amount of labor costs, equipment, troubleshooting tools, subscriptions, and travel costs allocated for support tasks.

**10. BYOD:** The convenience of managing BYO devices extends to both your employees and yourself. BYOD policies save the company the expense of purchasing devices.

**11. Compliance-ready:** Endpoint Central helps you achieve compliance with HIPAA, the GDPR, SOC2, the PCI DSS, CIS, RBI, and ISO by facilitating the implementation of these controls. With ready-made templates and automated remediation workflows, you can maintain compliance with industry regulatory guidelines and compliance standards without incurring compliance fines.



By limiting devices' Wi-Fi usage, the app restrictions feature has reduced PacknStack's data costs by 60%. In terms of asset management, detailed reporting and hands-on asset management has increased PacknStack's asset management efficiency by 50% within the IT department.

**-Pieters from PacknStack, 6,500 employees**

# THE COST OF TIME

Time is the currency of an organization, which is often easily wasted. Your work never takes time, it costs time. A successful team manages its time efficiently. It is not only time-consuming but also demotivating to perform repetitive tasks. With Endpoint Central, your endpoint management is centralized under one software suite, which streamlines and automates tasks that require labor-intensive manual manipulation. Here's how:

- 1. Endpoint complexity:** Using Endpoint Central, you won't have to use different software for managing different platforms. This prevents isolated teams from performing the same repetitive tasks for different platforms like Windows, macOS, Linux, Android, iOS, Windows phones, tvOS, and chromeOS. It gives you a unified front in a multi-device architecture with heterogeneous OSs.
- 2. Self-healing:** Identify and resolve ransomware infections at an early stage while causing the least disruption possible. The fail-safe recovery feature restores your data if things go south.
- 3. Automated vulnerability management:** Automation can be key to closing the gap between finding a vulnerability and patching it. Deployments are fast, and security is tightened due to readily available patches.
- 4. Remote control:** Computers can be accessed from anywhere in the world using this feature. Through screen sharing, IT can provide just-in-time troubleshooting and training, reducing support issues and bridging physical distances.





**5. Automatic OS deployment:** Automate disk imaging, saving time and effort. Plus, you'll avoid possible errors that can occur when you manually deploy OSs, drivers, and configurations.

**6. Provisioning:** Provide a new employee with a customized device by installing software, settings, encryption profiles, personalization, and applications tailored to their needs.

**7. Software deployment:** The deployment of an application can take a whole day for some organizations, even if just one application is being deployed to a few machines. You can bulk-deploy applications in minutes or automate them.

**8. Ecosystem:** With Endpoint Central, your IT admins can access other software seamlessly and centrally. Both onsite and remote employees will benefit from integration with the help desk by saving hours of waiting time each year.

**9. Auditing:** A disparate set of tools makes it difficult to collect data from disparate devices. However, Endpoint Central provides centralized analytics and reporting for devices, keeping you ready for both internal and external audits.

“

The ROI was significant. When we purchased the tool, I had [a] certain calculation, and I now definitely say that Endpoint Central has helped in realizing around 70% of the time reduction.

**Sysadmin of a leading coal mining company in Australia**

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# THE COST OF MANPOWER

The actual number of needed to complete the work is called manpower. Most organizations have between one and five people tasked with endpoint management and security, according to the SANS institute. Some organizations had as many as 15 employees. With Endpoint Central, you can free up some of those hours so your technicians can relax and focus on more important tasks. Reduce human effort by optimizing IT operations with autonomous endpoint management.

**1. Self-service portal:** Allows organizations to provide a wide variety of application choices for users to download when needed, without the need for admin privhumansileges or IT assistance.

**2. System slowness:** Disk cleanups and disk defragmentation can be performed to troubleshoot slow systems. As these tasks run independently from existing tasks on your machine, end-user productivity is not affected. This feature eliminates the need for a sysadmin to troubleshoot computers physically.

**3. No physical admin needed:** Troubleshoot devices remotely in a click, without dispatching technicians to each location, thus eliminating travel costs.

**4. System health:** Besides being your management software, Endpoint Central also acts as a health administrator, improving the performance of your system and eliminating the need for manual health checks.





**5. One-click reporting:** In a single click, you can generate reports on the current state of your network. This way, you can provide a high level of depth and visibility to C-levels.

**6. RBAC:** Defining the scope for each user or technician can be done by tailoring roles or using predefined roles in Endpoint Central.

**7. Local language:** For users' convenience, the product is available in more than 18 languages.

**8. Scalability:** Your setup grows with you. You can manage as many endpoints as you like. If you have more than 25,000 endpoints, we offer a summary server that lets you manage unlimited devices—literally.

“

By deploying Endpoint Central, we were able to reduce manpower, and we are saving about 60% of the overhead by reducing 40% of manpower.

- Parikh from Care Institute of Medical Sciences (CIMS)

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# LET'S TALK NUMBERS

Let's assume you own a network of 100 computers, and the hourly rate for a technician is \$35.

Task	Manually		Using Endpoint Central		Your savings
	Man hours	Cost	Man hours	Cost	
Perform asset scanning once a quarter, install patches once a month (including Microsoft patches), and install software and configure systems once a year	484.84	\$16,969	2.63	\$1,087	\$15,882

Task	Manual time for 100 computers	With Endpoint Central for N computers
Manual scan to get hardware and software details	8.33 man hours	2 minutes
Identify missing patches, download the required patches from the vendor's website, and install them	8.33 man hours	5 minutes (completely automated)
Deploying applications	25 man hours	15 minutes

### Amazing Product that checks all the boxes!!!



Single pane of glass that can replace a lot of one-off tools. Drastically increases efficiency and productivity. Excellent ROI just in labor, not to mention the cost savings of eliminating multiple other tools that Endpoint Central replaces.



-Munesh K.  
 Manager IT  
 Enterprise(> 1000 emp.)  
 G2



# REMEMBER

Recessions eventually end. And when they do, IT leaders who found ways to do more with less will have a huge advantage over their competitors. With Endpoint Central, hidden costs can be significantly reduced through improved transparency and responsiveness, in addition to a well-managed network.

[Try a free trial](#)

[Schedule a free demo](#)

