Lansweeper

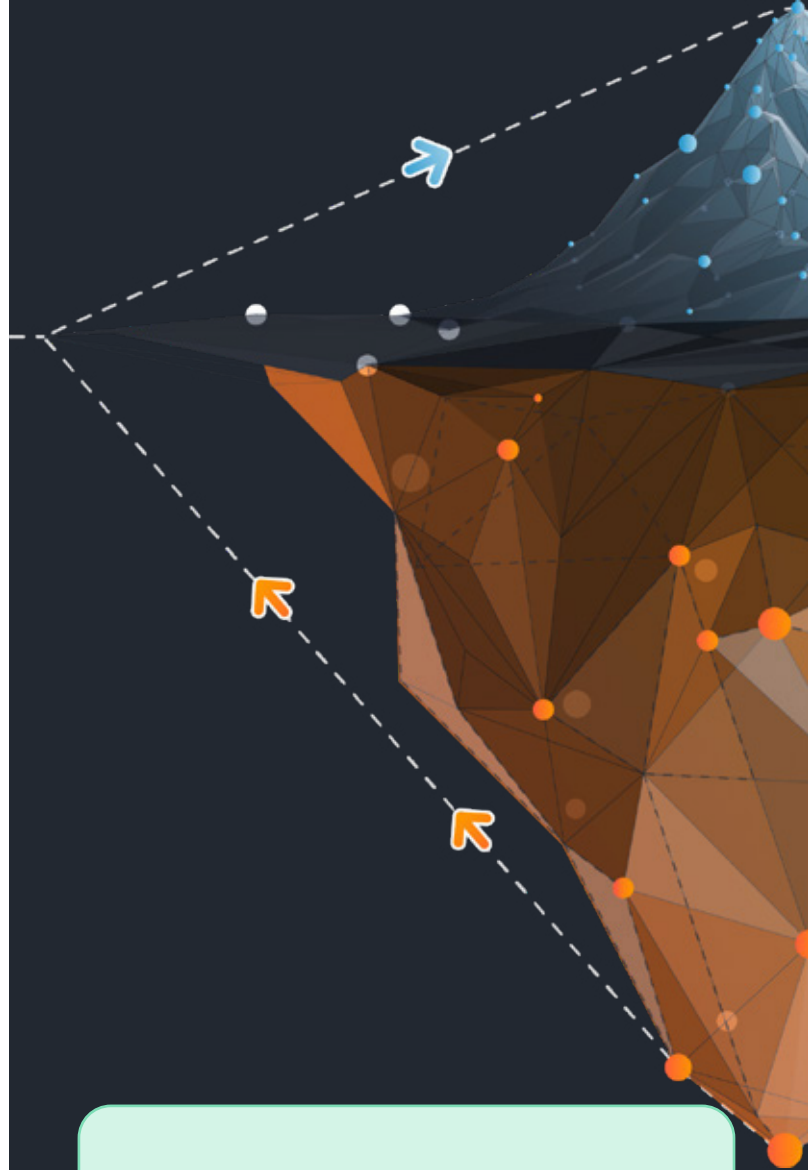# IT ASSET DISCOVERY CHECKLIST FOR MANAGED SERVICE PROVIDERS

OUR DATA, YOUR SERVICES, SMARTER BUSINESS

IT asset discovery is evolving at an ever-rapid pace! Networks are expanding, moving from office buildings to home offices, and more and more assets are appearing in the cloud. Keeping track of it all has never been more challenging.

At Lansweeper, we empower MSPs to succeed by providing comprehensive data on your clients' technology estates. With our platform, you gain accurate and in-depth insights that enable you to make informed decisions, simplify operations, and enhance productivity.

Our discovery technology helps you streamline processes, reduce complexity, and boost efficiency, allowing you to deliver faster and more accurate quotes. Additionally, Lansweeper's robust analytics and reporting tools help you identify growth opportunities, enabling you to expand services, exceed client expectations, and drive revenue growth.

This checklist focuses on the many opportunities that IT asset discovery offers you today.

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Lansweeper's best-in-class IT Asset Discovery technology can help you check all these boxes.

Try it Now

IT ASSETS DISCOVERY SHOULD HELP ME INCREASE MY REVENUE AND SAVE MY CLIENTS' COSTS BY...

STEP 1

"MY CLIENTS' IT ASSETS INVENTORY SHOULD GIVE ME FULL VISIBILITY BY" ✖

- [ ] **Discovering** all IT, OT, and IoT assets on their network.
- [ ] **Identifying every device** that touches their network.
- [ ] **Eliminating shadow IT** and rogue devices.

STEP 2

"MY CLIENTS IT ASSETS INVENTORY SHOULD GIVE ME PEACE OF MIND, BY..." ✖

- [ ] Providing insight into all **known vulnerabilities** threatening their network.
- [ ] Helping them achieve regulatory [security] **compliance and prepare for audit**.
- [ ] **Tracking software licenses** through analytics and reporting.
- [ ] **Tracking their assets' lifecycle** from procurement to replacement.

STEP 3

"IT ASSETS DISCOVERY SHOULD HELP ME INCREASE MY REVENUE AND SAVE MY CLIENTS' COSTS, BY..." ✖

- [ ] **Optimizing their IT spending**.
- [ ] **Reducing their IT waste**.
- [ ] Helping them move their environment **to the Cloud**.

STEP 4

"I WANT LESS MANUAL WORK AND FREE UP VALUABLE TIME, BY..." ✖

- [ ] Automatically generating **diagrams to visualize clients' IT network**.
- [ ] **Automating network inventory** for asset tracking.
- [ ] Having **seamless integration** with our existing infra-structure and applications.
- [ ] Deliver actionable insights through **comprehensive reporting**.
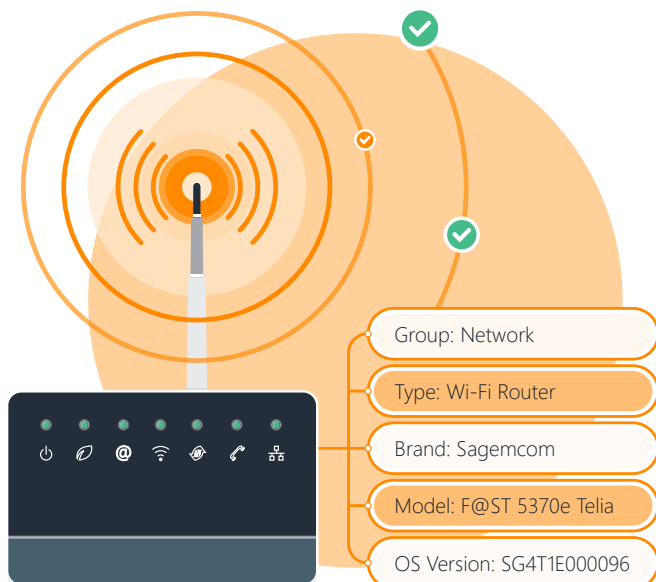
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FULL VISIBILITY OF YOUR CLIENTS' TECHNOLOGY ESTATE

I WANT COMPLETE VISIBILITY OF EVERY DEVICE IN THEIR IT ESTATE, INCLUDING KNOWN, UNKNOWN, AND HIDDEN ASSETS THAT CONNECT TO THEIR NETWORK.

Lansweeper's asset discovery technology lets you discover every IT, OT, IoT, and Public Cloud asset in your technology environment with an unrivaled breadth, depth, and comprehensiveness. Scan your network, actively or passively, agent-based or agentless. Lansweeper goes beyond merely recognizing clients' assets. It provides granular insights into asset configurations, usage patterns, and interdependencies.

Start discovering your clients' IT assets

Back to checklist ➡

IDENTIFY EVERY DEVICE, INSTANTLY

I WANT TO DISCOVER ANY DEVICE THAT ENTERS MY CLIENTS' NETWORK. I WANT TO BE AWARE OF ANY DEVICE THAT TOUCH THEIR NETWORK SO THEY CAN BE ADDED TO THE INVENTORY OR REMOVED FROM THE NETWORK, IF NECESSARY.

Lansweeper's credential-free device recognition (CDR) technology solves this problem by creating a digital fingerprint of every device that so much as touches a client's network. It can detect and recognize any device and gather basic information without the need for credentials.

Lansweeper CDR applies big data, AI and advanced machine-learning techniques to identify a wide variety of device types with specialized device fingerprinting technology.

Find everything

Back to checklist ➡

Group: Network

Type: Wi-Fi Router

Brand: Sagemcom

Model: F@ST 5370e Telia

OS Version: SG4T1E000096

PROTECT YOUR CLIENTS' NETWORKS FROM ROGUE DEVICES

I WANT TO GET A HANDLE ON SHADOW IT, BRING-YOUR-OWN-DEVICE "BYOD", AND ROGUE DEVICES. I WANT TO MINIMIZE THE RISKS THAT UNKNOWN AND UNMANAGED ASSETS POSE TO MY CLIENTS' NETWORK SECURITY.

You can't protect what you don't know you have. Lansweeper's **Asset Radar** continuously scans and sniffs network packets to detect unknown and potential rogue hosts. It operates in real-time, scanning unobtrusively for connected devices. By accurately detecting and recognizing all connected devices and providing granular data and insights, you eliminate blind spots in your clients' network.

Eliminate Rogue Devices

Back to checklist ➔

IDENTIFY VULNERABILITIES THREATENING YOUR CLIENTS' NETWORK

I WANT TO BE IN CONTROL OF KNOWN THREATS TO MY CLIENTS' TECHNOLOGY ESTATE. I WANT A CLEAR VIEW OF ANY VULNERABILITIES THREATENING THEIR NETWORK AND AT-RISK ASSETS SO THAT I CAN TAKE ACTION BEFORE THEY BECOME A PROBLEM.

Lansweeper's Risk Insights leverage data from the VulnCheck and VulDB databases to give you a comprehensive overview of all known vulnerabilities threatening your clients' network along with at-risk assets, exploitability, and patch information so you can easily prioritize and stay on top of updates and patches.

Discover your clients' at-risk assets

Back to checklist ➔

READY FOR AUDITS AT ANY TIME

TO PASS CLIENTS' INTERNAL AUDITS, I NEED IN-DEPTH ASSET DISCOVERY TO KNOW WHAT IS THERE. CUSTOM REPORTING CAPABILITIES WILL ASSIST THEM TO BE LEGALLY COMPLIANT, ESPECIALLY IN THE CONTEXT OF CIS 18 Critical Security Controls® (CIS COMPLIANCE) OR THE NIS2 Directive. IT'S ALSO CRUCIAL FOR LICENSE COMPLIANCE.

With Lansweeper, you always have an in-depth inventory of your clients' IT assets at hand. Any analytics you need to back up their compliance for audits can be easily retrieved from your data with built-in or custom reports. Lansweeper's data can support everything from security audits to license compliance audits and more.

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MANAGE YOUR CLIENTS' SOFTWARE USAGE AND LICENSING

I WANT TO HAVE COMPLETE VISIBILITY INTO MY CLIENTS' SOFTWARE USAGE AND LICENSING, TO ENSURE THEY ARE UP-TO-DATE AND COMPLIANT. I WANT TO IDENTIFY OUTDATED SOFTWARE AND OFFER THEM NEW LICENSES, HIGHLIGHTING THE BENEFITS OF UPGRADING.

Lansweeper can discover, inventory, and track your clients' software installations and licensing. You can monitor software usage, detect unauthorized installations and identify outdated licenses. By comparing the number of installations with the licensing they have, you can ensure compliance and demonstrate the advantages of upgrading to new licenses. This not only helps avoid overspending on unused software but also enhances their security and performance, while giving you an opportunity to expand your services.

Manage your clients' software licensing

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PREVENT OBSOLESCENCE AND GUARANTEE SUPPORT THROUGH CONSISTENT LIFECYCLE MANAGEMENT
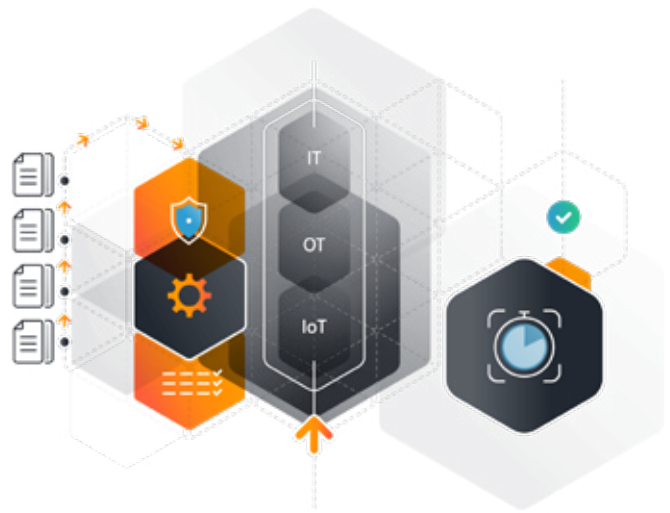
I WANT TO PREVENT DOWNTIME AND REDUCE EMERGENCY REPLACEMENTS THROUGH PROACTIVE MAINTENANCE. I WANT EASY ACCESS TO LIFECYCLE DATA SUCH AS HARDWARE END-OF-LIFE (EOL) AND END-OF-SERVICE (EOS) DATES, WARRANTY DATA, AND THE STATUS OF OPERATING SYSTEMS OR FIRMWARE.

Lansweeper's Lifecycle data provides detailed insights into the hardware EOL and EOS dates, as well as the status of operating systems or firmware. With this information, you can ensure that your clients' systems are fully supported and take action before these assets become obsolete or pose potential security risks. Dedicated reports offer an actionable overview of devices and software nearing their End of Life.

This not only helps you in preventing system failures and ensuring compliance but also opens up opportunities to offer upgrades and replacements. By proactively notifying clients about upcoming EOL and EOS events, you can advise on and facilitate the acquisition and installation of new hardware or software. This approach not only enhances system reliability and security for clients but also drives your revenue growth by expanding the scope of your services.

Manage your clients' IT assets lifecycles

Back to checklist ➔

INCREASE YOUR REVENUE BY OPTIMIZING CLIENTS' IT SPENDING

WITH CLEAR AND INSTANT VISIBILITY, I WANT TO HELP MY CLIENTS BETTER CONTROL THEIR IT SPENDING, FROM DAY-TO-DAY TECHNICAL SUPPORT TO ASSET LIFECYCLE MANAGEMENT (CRADLE-TO-DISPOSAL). THIS HELPS THEM SAVE MONEY, WHICH CAN BE REINVESTED IN ADDITIONAL SERVICES.

A well-organized IT inventory helps clients reduce IT spend by optimizing time and resources. Instead of requiring you to waste valuable hours on mundane tasks, Lansweeper automates inventory management, and provides complete visibility for troubleshooting and minimizing risk. Use real, actionable data to spend clients' IT resources where they are needed the most, freeing up their budget for additional services and projects you can offer. This way, you can create new revenue streams by providing value-added services and expanding your service portfolio.

Back to checklist ➔

ELIMINATE IT WASTE AND MAXIMIZE EFFICIENCY

I WANT TO MANAGE MY CLIENTS' IT RESOURCES AS EFFICIENTLY AS POSSIBLE. BY AVOIDING THE MAINTENANCE OF SUPERFLUOUS IT ASSETS AND ENSURING THAT CLIENTS ARE UTILIZING THEIR IT ASSETS TO THEIR FULLEST POTENTIAL, I CAN OFFER MORE TARGETED AND EFFECTIVE SERVICES. RELIABLE TRACKING OF WHAT RESOURCES THEY HAVE AND HOW THEY ARE BEING USED IS CRUCIAL.

As a client's IT estate grows, many assets can become underutilized or forgotten. Old hardware depreciates, and the understanding of what software licenses and applications are actually necessary may diminish as staff changes occur. Lansweeper provides comprehensive visibility into every asset on a network. By properly documenting clients' IT estates and reducing IT sprawl, you enable more strategic use of resources which translates into direct cost savings for clients on support, infrastructure, and software. This not only helps reduce waste but also maximizes the efficiency of IT spending. With Lansweeper, you can enhance your service offerings, helping clients optimize their investments and fostering stronger, longer-lasting relationships. This approach allows MSPs to differentiate their services and add value, leading to increased client retention and potential upselling opportunities.

Reduce your clients' IT waste

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PREPARE FOR CLOUD MIGRATION

I WANT TO HELP MY CLIENTS MOVE TO THE CLOUD AS PAINLESSLY AS POSSIBLE. I WANT TO KNOW WHAT ASSETS THEY HAVE ON-PREM OR IN THE CLOUD, AND HELP THEM MAKE THE BEST USE OF THEIR AVAILABLE CLOUD RESOURCES.

Moving to the cloud may not sound like a way to cut costs, considering the scale of such a project, but an asset in the cloud costs your clients 10% less than an asset on-prem. The best way to tackle such a project is to be well-prepared, and Lansweeper can help you with that. First of all, knowing what clients have on-prem helps you prepare the proper resources they will need in the cloud. The performance counters can tell you exactly what you need to keep their IT estate running smoothly. Cloud scans can then help you avoid over- or underusing their resources. Dedicated cloud reports drop this information directly into your mailbox.

Get started on your clients' cloud migration

Back to checklist ➔

VISUALIZE YOUR CLIENTS' IT ASSET DATA

I WANT A CLEAR, EASY-TO-READ OVERVIEW OF CLIENTS' IT INVENTORIES. I NEED A VIEW OF DEPENDENCIES, ARCHITECTURE AND POSSIBLE MISCONFIGURATIONS. I WANT TO VISUALLY ANALYZE AND UNDERSTAND CLIENTS' DATA, AND USE FILTERS AND SEARCH.

Extracting relevant insights from a client's massive IT inventory can be challenging. Lansweeper's Diagrams feature gives you a visual way to analyze and understand their data. Dynamic, automatically generated diagrams show you the relationships between their assets at a glance for quick insights.

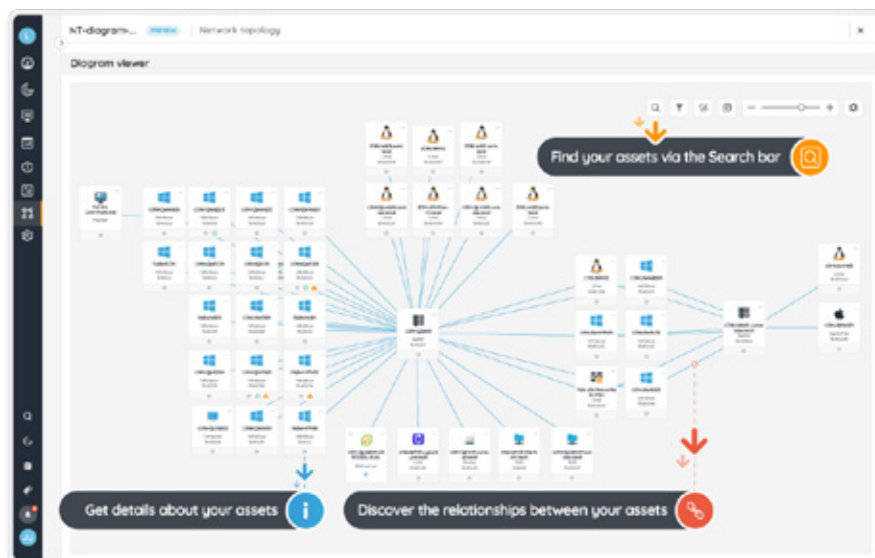**Visualize your clients' IT estates**

Back to checklist ➔

ALL ASSET DATA IN ONE PLACE

I WANT ALL MY CLIENTS' HARDWARE, SOFTWARE, USER AND PUBLIC CLOUD DATA IN ONE PLACE. I WANT A RELIABLE, CENTRALIZED INVENTORY THAT KEEPS ITSELF UP-TO-DATE, TO FREE UP TIME FOR MY TEAM AND ELIMINATE HUMAN ERROR.

The first step in creating a manageable and secure software environment is to create a complete, accurate, and consistent single source of truth for asset data. Lansweeper brings all asset data from across a client's entire technology estate together in a single inventory. The data can then be plugged into your technology stack to support all kinds of IT projects and goals.

Start building your clients' technology inventories

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SEAMLESSLY INTEGRATE WITH YOUR TECH STACK

I NEED AN IT DISCOVERY PLATFORM THAT SEAMLESSLY INTEGRATES WITH OUR EXISTING TECH STACK. I WANT A STREAMLINED INTEGRATION SO THAT I CAN LEVERAGE CLIENTS' INVENTORIES WITHOUT COPYING, IMPORTING AND EXPORTING DATA.

Lansweeper's custom-built integrations allow you to leverage your clients' comprehensive technology inventory in a wide range of industry-leading applications. This way, you can use the power of Lansweeper's unrivaled discovery to support all of your IT goals and projects, from IT service management to knowledge management, risk management and more.

Discover our integrations

Back to checklist →

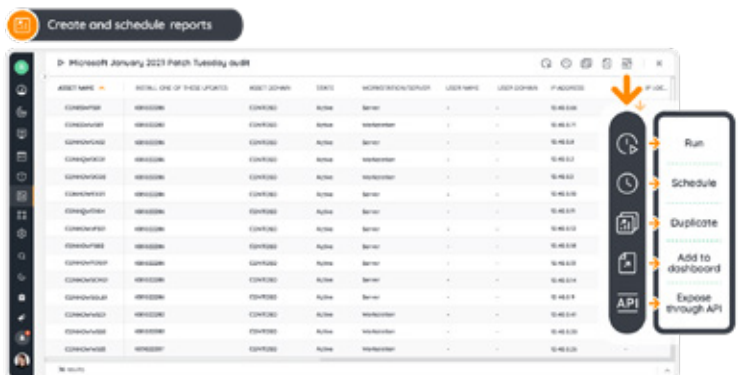# INFORMED DECISIONS THROUGH RELIABLE ANALYTICS

I NEED A 360° VIEW TO PROVIDE MY CLIENTS' STAKEHOLDERS WITH THE DATA THAT THEY NEED, FAST. DATA-DRIVEN DECISIONS WILL ENABLE THEM TO BUILD BETTER BUSINESS CASES FOR FUTURE INVESTMENTS AND ASSIST IN MORE EFFECTIVE RESOURCE ALLOCATION.

Lansweeper supports informed business decision-making with actionable insight into the IT environment. **Dedicated reports** quickly retrieve relevant information. The IT dashboard allows you to visualize the data from reports for all use cases, such as hardware, software, security, vulnerabilities, and more. A wide range of widgets for charts, overviews, data reports and others can be used to create your perfect dashboard, where you can easily compare or analyze data from various sources in one well-organized view.

Start analyzing your clients' data

Back to checklist →

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About Lansweeper

Lansweeper is a leading asset discovery and inventory platform helping businesses better understand, manage, and protect their IT devices and network. Lansweeper helps customers minimize risks and optimize their IT assets by providing actionable insight into their IT infrastructure at all times, offering trustworthy, valuable, and accurate insights about the state of users, devices, and software.

Lansweeper's platform serves as the foundation for numerous MSP use cases, such as helping to accelerate the sales cycle with lightning-fast discovery for accurate proposals and comprehensive proofs-of-concept, reducing project risks by deepening knowledge of customer environments and opening avenues for generating additional revenue streams by adding new service offerings.

Lansweeper is trusted by over 25,000 customers worldwide, including MSPs, ISVs, VARs, and other partners who leverage our platform to deliver value-added services and solutions to their clients, creating differentiation in a competitive market, realizing new growth opportunities, and delivering valuable customer outcomes.

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Become a partner!

Sign up Today