7 Steps to Automating Asset Management

Step 2: Getting buy-in from stakeholders

Tracking hardware in a company goes far beyond the IT department. Finance has to pay taxes on those assets, leadership needs to know how budgets are used, and legal needs to make sure compliance records are accurate. It's too expensive to not track properly.

Hardware asset management only works when everyone rows in the same direction. Securing alignment across IT, Finance, and Operations transforms HAM from an IT project into a companywide initiative. When people understand why it matters, adoption and results follow naturally.

You're likely paying taxes on equipment you don't even have.

Multiple fixed-asset studies report that 10–30% of assets on the books are actually "ghost assets" (lost, scrapped, stolen, or obsolete but still recorded). This increases taxes and becomes an audit risk.

(Source: CompareSoft, Sage)

How do you get started?

- Identify key stakeholders (IT, Finance, Operations, Procurement).
- Present the problem using quantified data from Step 1.
- Define clear success metrics and ownership.
- Launch a HAM steering group or sponsor committee.

What does success look like?

- Documented approval from executives or sponsors.
- Agreed-upon KPIs and resource commitments.
- A plan to move into Step 3.

Practical examples

- **Create a one-slide business case:** Summarize the "pain + potential gain" (ex: "We lose 300 hours per audit = $XYZ annually").

- **Run a stakeholder kickoff:** Invite cross-functional leads to align on goals, roles, and success metrics.

- **Nominate HAM champions:** Identify one advocate in each department to gather feedback and drive adoption.

> " *With AssetTrack, we now manage all our hardware assets strategically vs. randomly.* "
>
> *U.S. Government*

How do you prepare for the next step?

Gather current data sources and determine who owns what — this feeds Step 3's foundation work.

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