

# BEAM – Blacklake Enterprise Asset Management Cisco Lifecycle Management

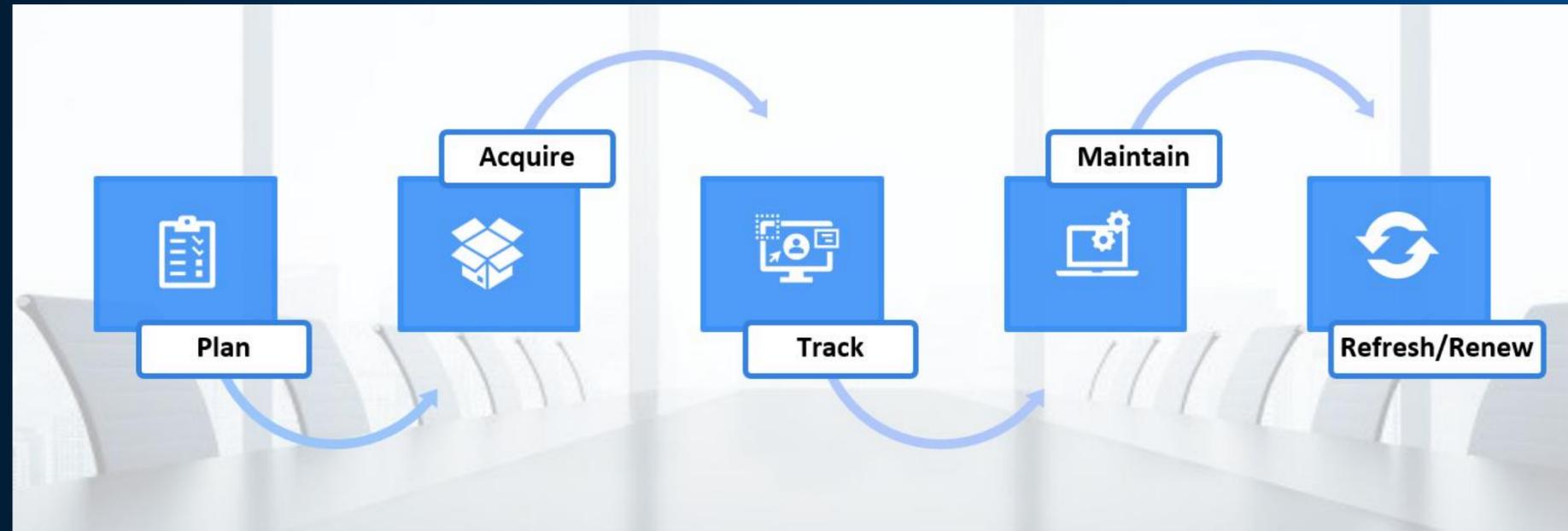
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## BEAM



By integrating our Lifecycle Management Platform, **BEAM**, with strategic support, **BlackLake** works with our customers to deliver end-to-end visibility, strategic lifecycle insights, and control over IT assets.

From procurement to renewal, we help organizations reduce risk and maximize long-term value.

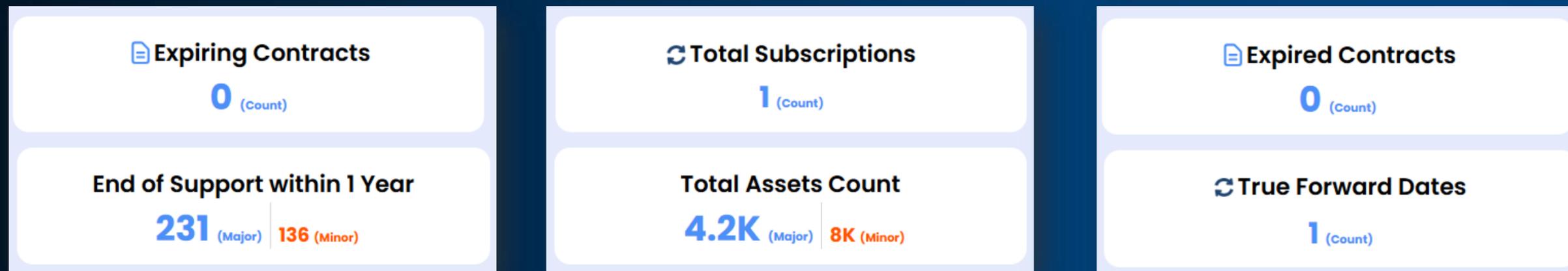
# BEAM

Year	Q1	Q2	Q3	Q4
2025			1 Expiring Contracts	2 Expiring Contracts
			67 EOL Items	174 EOL Items
			39 Sustainability Items	1 Expiring Subscriptions
				1 EA Subscriptions
2026	1 Expiring Contracts	2 Expiring Contracts	1 Expiring Contracts	1 Expiring Contracts
		1 EOL Items	59 EOL Items	
2027	1 Expiring Contracts	1 Expiring Contracts	2 Expiring Contracts	5 Expiring Contracts
	3 EOL Items	2 EOL Items	21 EOL Items	80 EOL Items
2028		58 EOL Items	2 Expiring Contracts	440 EOL Items
		1 EOL Items	16 EOL Items	8 EOL Items
2029				

**BlackLake** works with our customers to manage and provide visibility into contracts, subscriptions, and EOL data in a single pane of glass; enabled with detailed reporting, proactive milestone planning, and identification of contract management opportunities such as **consolidation, co-termining, and renewal alignment.**



## Interactive Insights & Reporting



Complementing timely notifications for key lifecycle events, **BlackLake** collaborates with our customers to leverage dynamic tiles that provide on-demand lifecycle metrics such as End-of-Support (EOS), expiring contracts, and more.

# Carbon-Aware IT Strategy

**BlackLake** enables AI-powered sustainability forecasting to guide eco-conscious asset replacements, reduce carbon footprints, and support ESG-aligned budgeting.

By optimizing refresh cycles and extending asset usability, we help minimize e-waste and drive smarter, greener IT decisions.

Migration SKU	Description	Power Consumption	Power Consumption Improvement	Est. Annual Savings	Est. Annual GHG Emissions Savings (tCO2e)	List Price	Sustainability Argument
<input checked="" type="checkbox"/> FPR-2130	Cisco Firepower 2130 NGFW Appliance, 16 x 1G/10G SFP+ ports	120	50%	60	0.32	\$34,995.00	<a href="#">Click to view</a>
<input type="checkbox"/> FPR-2120	Cisco Firepower 2120 NGFW Appliance, 12 x 1G/10G SFP+ ports	95	52%	105.12	0.59	\$25,995.00	<a href="#">Click to view</a>
<input type="checkbox"/> FPR-1120	Cisco Firepower 1120 NGFW Appliance, 8 x 1G RJ45 ports	35	65%	31.54	0.18	\$7,495.00	<a href="#">Click to view</a>
<input type="checkbox"/> FPR-1140	Cisco Firepower 1140 NGFW Appliance, 8 x 1G RJ45, 4 x 1G SFP ports	45	62%	42	0.24	\$9,995.00	<a href="#">Click to view</a>
<input type="checkbox"/> FPR-2110	Cisco Firepower 2110 NGFW Appliance, 12 x 1G RJ45, 4 x 1G SFP	80	48%	50	0.28	\$18,995.00	<a href="#">Click to view</a>

Q3

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**12 EOL Items**

**EOL SKUs**

- 📦 Z1-HW-US (3)
- 📦 ASA5525-FPWR-K9 (9)

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**281 Sustainability Items**

**Sustainability SKUs**

- 📦 WS-C3850-48T-L (3)
- 📦 N2K-C2248TF-E (24)
- 📦 N2248TP-E-BA-BUN (8)
- 📦 WS-C3850-24T-L (6)
- 📦 ASA5525-FPWR-K9 (6)
- 📦 ASA5506-K9 (10)
- 📦 WS-C3850-48T-S (6)
- 📦 DS-C9148S-12PK9 (14)
- 📦 N3K-C3524-X-SPL3A (2)
- 📦 N3K-C3548P-10GX (24)

Complementing timely notifications for key lifecycle events, **BlackLake** collaborates with our customers to leverage dynamic tiles that provide on-demand lifecycle metrics such as End-of-Support (EOS), expiring contracts, and more.

# Strategic Road mapping & EOL Planning

With access to a 5-year technology roadmap including EOL predictions and replacement recommendations, **BlackLake** helps our customers with budget planning guidance to support proactive lifecycle decisions that best fit their business objectives.

Q1	Q2	Q3	Q4
<p><b>Budget Range: ~ (\$10K - \$140K)</b></p> <p><b>Budget for 2 EOL SKUs</b></p> <ul style="list-style-type: none"> <li>AIR-BZL-C220M4: ~ (\$230.00 - \$290.00)</li> <li>AIR-CT5520-K9: ~ (\$9,990.00 - \$139,990.00)</li> </ul>	<p><b>Budget Range: ~ (\$1K - \$10K)</b></p> <p><b>Budget for 1 EOL SKUs</b></p> <ul style="list-style-type: none"> <li>VG204XM: ~ (\$1,450.00 - \$10,400.00)</li> </ul>	<p><b>Budget Range: ~ (\$298K - \$589K)</b></p> <p><b>Budget for 6 EOL SKUs</b></p> <ul style="list-style-type: none"> <li>N9K-C93108TC-EX: ~ (\$102,000.00 - \$164,000.00)</li> <li>N9K-C93180YCXB18Q: ~ (\$47,990.00 - \$113,990.00)</li> <li>N2K-C2348UPQ: ~ (\$31,200.00 - \$51,000.00)</li> <li>N9K-C93180YC-EX: ~ (\$107,600.00 - \$164,000.00)</li> <li>MX64-HW: ~ (\$1,299.00 - \$3,595.00)</li> <li>ASR1001-X: ~ (\$8,400.00 - \$92,000.00)</li> </ul>	<p><b>Budget Range: ~ (\$134K - \$293K)</b></p> <p><b>Budget for 12 EOL SKUs</b></p> <ul style="list-style-type: none"> <li>WS-C2960X-48TS-L: ~ (\$3,100.00 - \$6,000.00)</li> <li>WS-C2960X-24TS-L: ~ (\$3,200.00 - \$7,000.00)</li> <li>C1-C2960X-48FPD-L: ~ (\$49,600.00 - \$92,000.00)</li> <li>AIR-AP2802E-B-K9: ~ (\$10,750.00 - \$23,950.00)</li> <li>AIR-AP2802I-B-K9: ~ (\$25,870.00 - \$46,774.00)</li> <li>AIR-AP2802I-A-K9: ~ (\$10,115.00 - \$35,700.00)</li> <li>WS-C2960X-48LPS-L: ~ (\$14,000.00 - \$36,400.00)</li> </ul>

**SKU:** N9K-C93180LC-EX-B2   
**Description:** 2xNexus 93180LC-EX w/ 8x 100G Optics

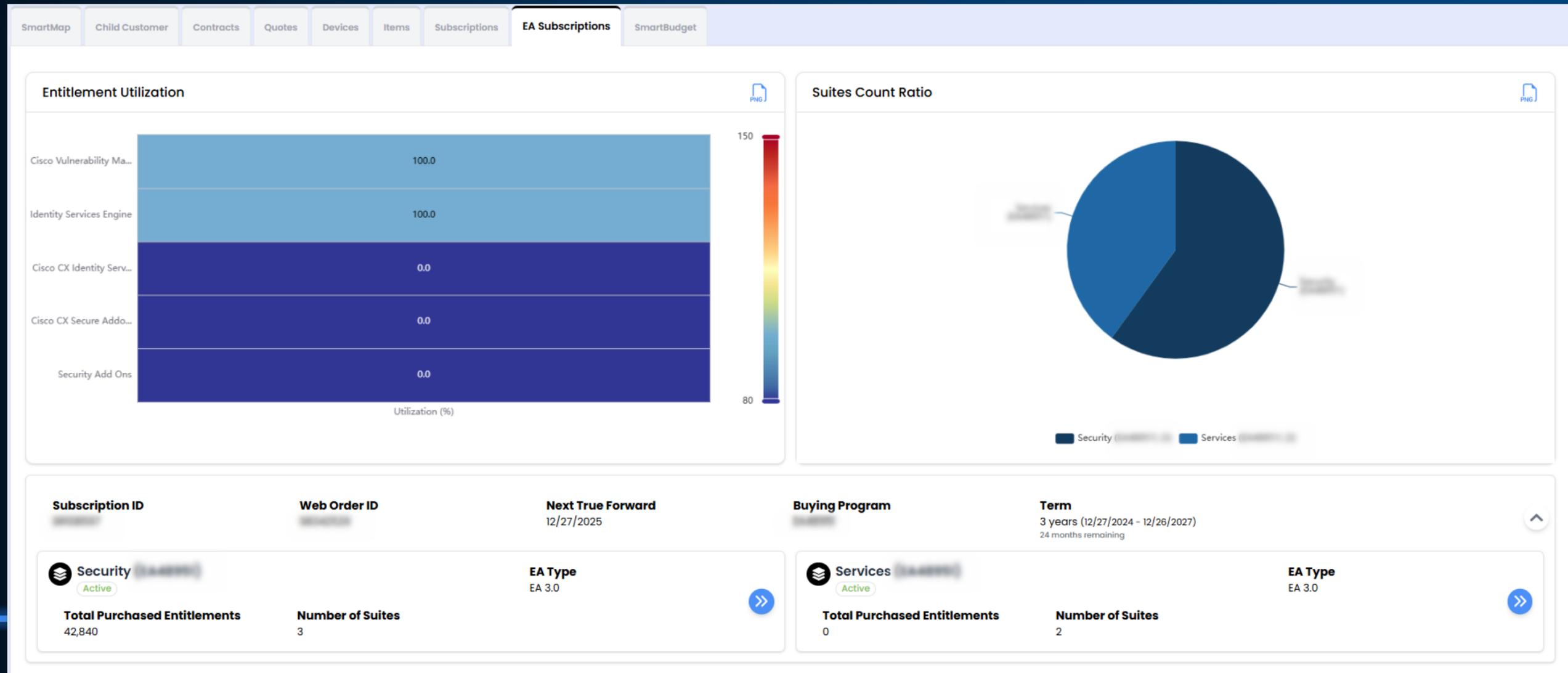
Last Update: 08/06/2025  

Migration SKU	Description	Power Consumption	Power Consumption Improvement	Lifecycle Status	Feature Enhancement	List Price	Replacement Argument
<input checked="" type="checkbox"/> N9K-C9332C 	Cisco Nexus 9332C, 32 x 100-Gbps QSFP28 ports, 1RU fixed Layer 3 switch	250	36%	Active until 2035	Higher port density, double performance, enhanced telemetry, lower latency	\$32,000.00	<a href="#">Click to view</a>
<input type="checkbox"/> N9K-C9364C 	Cisco Nexus 9364C, 64 x 100-Gbps QSFP28 ports, 2RU fixed Layer 3 switch	380	33%	Active until 2034	Ultra-high density 100G, advanced cloud-scale telemetry, faster packet processing	\$54,000.00	<a href="#">Click to view</a>
<input type="checkbox"/> N9K-C93108TC-FX3P 	Cisco Nexus 93108TC-FX3P, 48 x 1/10GBASE-T ports + 6 x 40/100G QSFP28 uplinks, 1RU Layer 3	210	30%	Active until 2036	FX3P ASIC with superior telemetry, security features, and lower latency	\$19,500.00	<a href="#">Click to view</a>
<input type="checkbox"/> N9K-C9348GC-FXP 	Cisco Nexus 9348GC-FXP, 48 x 1G ports, 4 x 10/25G SFP28 + 6 x 40/100G QSFP28 uplinks	170	28%	Active until 2034	Enhanced NX-OS programmability, improved energy efficiency, SFP28 support	\$17,500.00	<a href="#">Click to view</a>
<input type="checkbox"/> N9K-C93180YC-FX3 	Cisco Nexus 93180YC-FX3, 48 x 1/10/25G SFP+ and 6 x 40/100G QSFP28 uplinks	240	26%	Active until 2034	Uplink flexibility, FX3 ASIC, adaptive traffic telemetry, deeper buffers	\$24,500.00	<a href="#">Click to view</a>



# Cisco Enterprise Agreement Intelligence

**BlackLake** transforms complex Cisco EA data into actionable insights for smarter IT planning – We work with our customers to provide intuitive visibility into Cisco Enterprise Agreements; including **true forward events, entitlement usage, and consumption trends** to optimize value and streamline renewals.



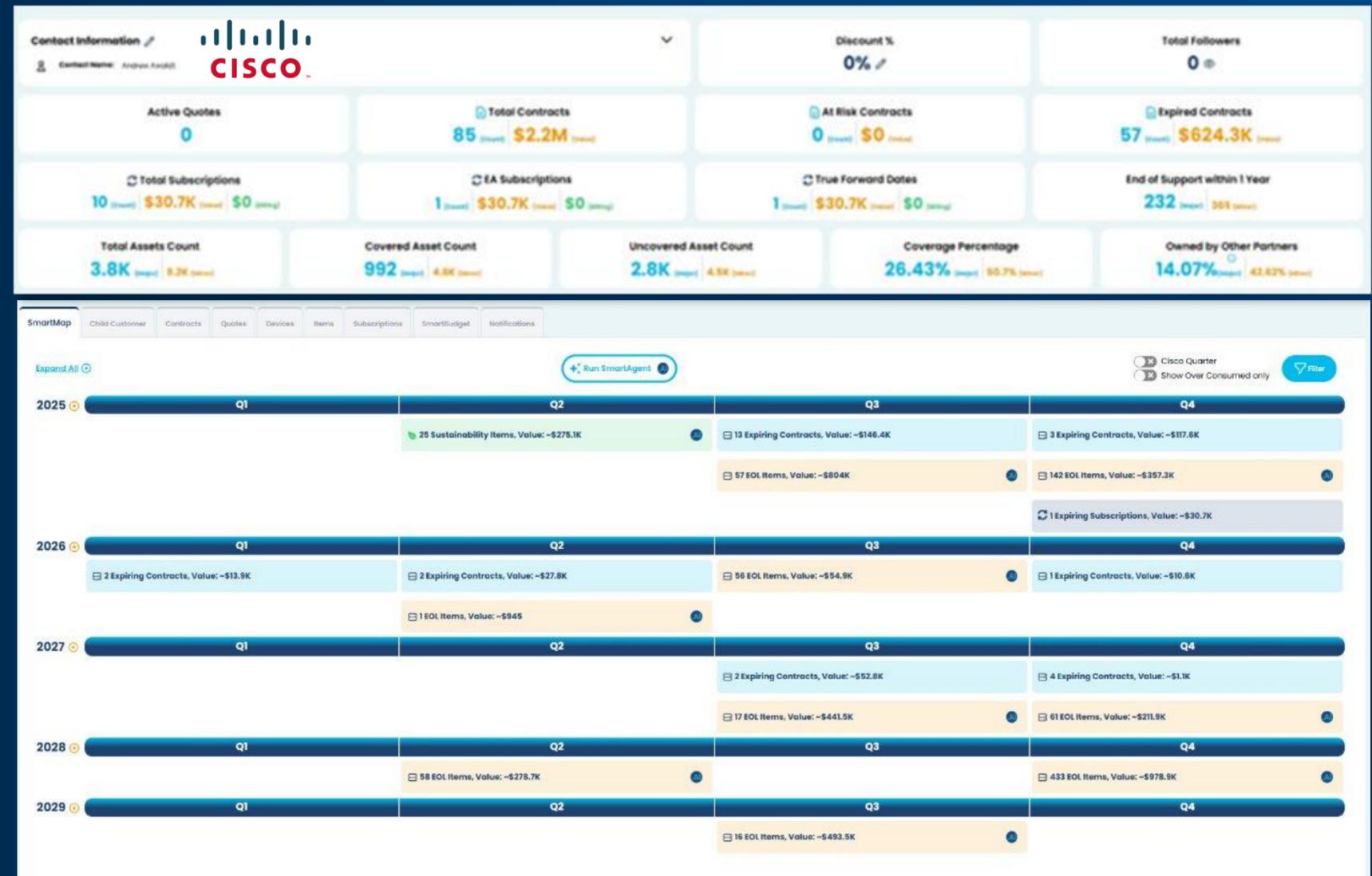
# LIFECYCLE MANAGEMENT PROGRAM HIGHLIGHTS

## CORE ELEMENTS

- ✓ Comprehensive 24/7 asset tracking
- ✓ Centralized reporting and dashboards
- ✓ Licensing & subscription management
- ✓ EOL/EOS forecasting & alerts
- ✓ Lifecycle event reports & notifications
- ✓ Streamlined MACD process
- ✓ Contract consolidation & co-terming

## ESTABLISHED OUTCOMES

- ✓ Better decision-making with data insights
- ✓ Increased asset utilization
- ✓ Improved operational efficiency
- ✓ Reduced risk of compliance issues
- ✓ Enhanced lifecycle planning
- ✓ Cost savings & budget optimization
- ✓ Reduced downtime & improved availability



## End to End Lifecycle Support with Blacklake Security

### Comprehensive IT Landscape Visibility

- ✓ Holistic visibility across the entire IT environment
- ✓ Strategic 5-year, quarter-by-quarter lifecycle forecasting
- ✓ Enriched data through continuous API updates
- ✓ Advanced IT insights powered by AI

### Predictive Budgeting & Lifecycle Forecasting

- ✓ End-of-Life (EOL) migration planning
- ✓ MSRP-based Tech Refresh budgeting
- ✓ Strategic scenario simulations for budgeting based on migration recommendations
- ✓ Sustainability recommendations and key spec benefits

### Renewal & Subscription Management

- ✓ End-to-end renewal automation
- ✓ Proactive notifications for critical renewal events
- ✓ License consumption evaluations
- ✓ Interactive dashboards with predictive & actionable renewal insights

### Integration, Alerts & Reporting

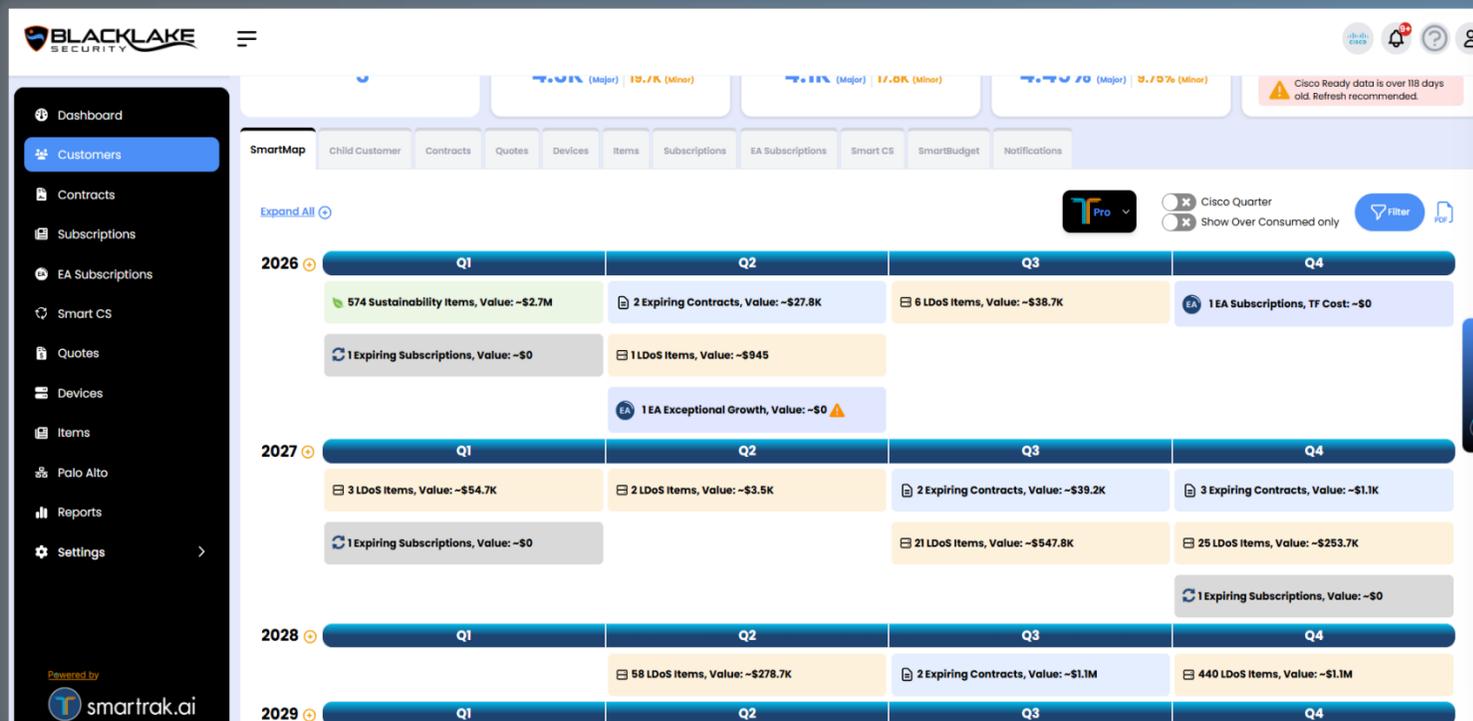
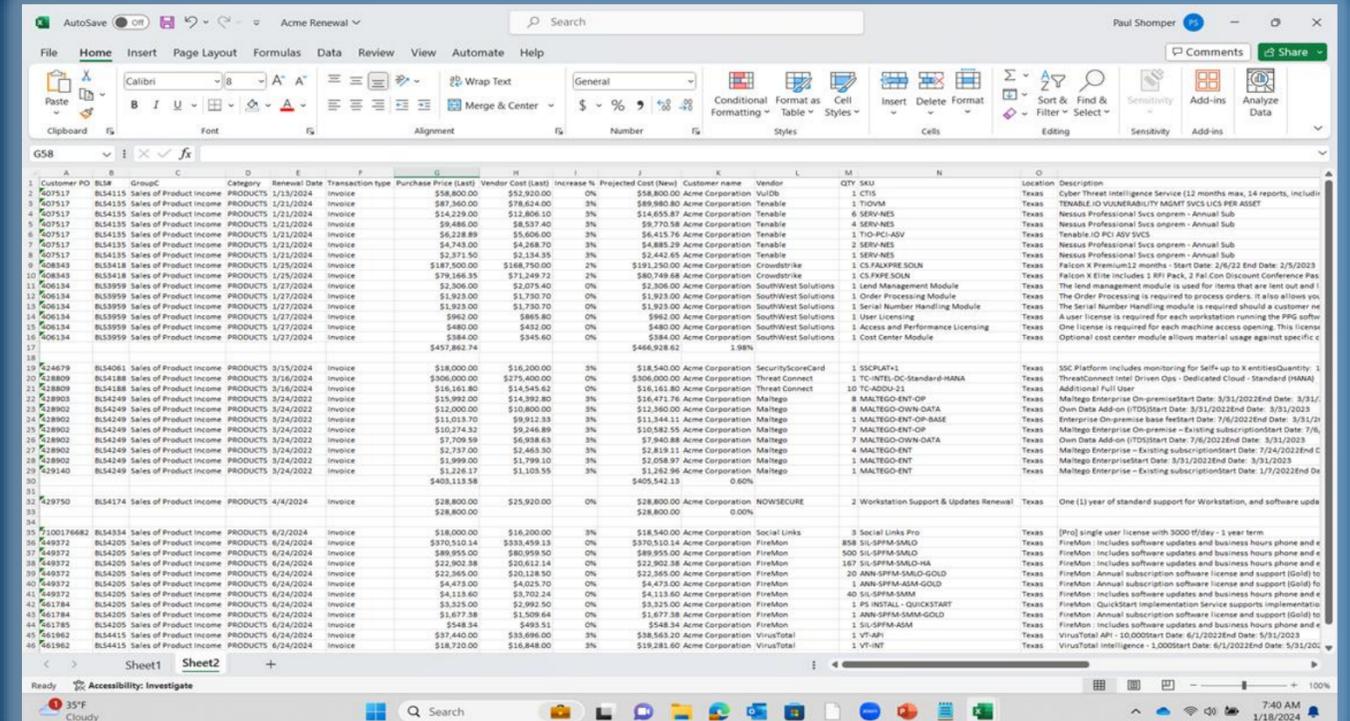
- ✓ Unified data through integrations with Data Collector, Vendor Install Base Reports, and more
- ✓ Automated alerts for key lifecycle milestones
- ✓ Customizable and exportable reports with real-time data

### Contract & Service Level Optimization

- ✓ Simplified renewal management via contract consolidation & co-termination
- ✓ Service level & contract evaluations focused on budget alignment & optimization
- ✓ Identification of service gaps & uncovered assets

# LIFECYCLE MANAGEMENT AND TRACKING

- ✓ BlackLake provides custom reporting to support renewal tracking, contract co-termining, and detailed spend analysis.
- ✓ We have also launched BlackLake Enterprise Asset Manager (BEAM), which gives clients full visibility into their Cisco and Palo Alto Networks inventories to support budgeting, end-of-life planning, and ELA strategy.
- ✓ BEAM is offered as a value-add service for purchasing customers.

Customer PO	Group	Category	Renewal Date	Transaction type	Purchase Price (Last)	Vendor Cost (Last)	Increase %	Projected Cost (New)	Customer name	Vendor	QTY	SKU	Location
0207517	BS4115	Sales of Product Income	1/13/2024	Invoice	\$58,800.00	\$52,920.00	0%	\$58,800.00	Acme Corporation	VulDi	1	CTIS	Texas
0207517	BS4135	Sales of Product Income	1/21/2024	Invoice	\$89,360.00	\$78,624.00	3%	\$89,360.80	Acme Corporation	Tenable	1	170VM	Texas
0207517	BS4135	Sales of Product Income	1/21/2024	Invoice	\$14,229.00	\$12,806.10	3%	\$14,229.00	Acme Corporation	Tenable	6	SERV-NES	Texas
0207517	BS4135	Sales of Product Income	1/21/2024	Invoice	\$9,488.00	\$8,537.40	3%	\$9,770.58	Acme Corporation	Tenable	4	SERV-NES	Texas
0207517	BS4135	Sales of Product Income	1/21/2024	Invoice	\$6,228.89	\$5,606.00	3%	\$6,415.76	Acme Corporation	Tenable	1	TIO-PC-ADV	Texas
0207517	BS4135	Sales of Product Income	1/21/2024	Invoice	\$4,743.00	\$4,268.70	3%	\$4,885.29	Acme Corporation	Tenable	2	SERV-NES	Texas
0207517	BS4135	Sales of Product Income	1/21/2024	Invoice	\$2,371.50	\$2,134.35	3%	\$2,442.65	Acme Corporation	Tenable	1	SERV-NES	Texas
0208343	BS3418	Sales of Product Income	1/25/2024	Invoice	\$187,500.00	\$168,750.00	2%	\$191,250.00	Acme Corporation	CrowdStrike	1	CS-FXPE-SOUL	Texas
0208343	BS3418	Sales of Product Income	1/25/2024	Invoice	\$79,166.35	\$71,249.72	2%	\$80,749.68	Acme Corporation	CrowdStrike	1	CS-FXPE-SOUL	Texas
0208343	BS3418	Sales of Product Income	1/25/2024	Invoice	\$2,306.00	\$2,075.40	0%	\$2,306.00	Acme Corporation	SouthWest Solutions	1	1end Management Module	Texas
0208343	BS3418	Sales of Product Income	1/25/2024	Invoice	\$1,923.00	\$1,730.70	0%	\$1,923.00	Acme Corporation	SouthWest Solutions	1	Order Processing Module	Texas
0208343	BS3418	Sales of Product Income	1/25/2024	Invoice	\$1,923.00	\$1,730.70	0%	\$1,923.00	Acme Corporation	SouthWest Solutions	1	Serial Number Handling Module	Texas
0208343	BS3418	Sales of Product Income	1/25/2024	Invoice	\$962.00	\$865.80	0%	\$962.00	Acme Corporation	SouthWest Solutions	1	User Licensing	Texas
0208343	BS3418	Sales of Product Income	1/25/2024	Invoice	\$480.00	\$432.00	0%	\$480.00	Acme Corporation	SouthWest Solutions	1	Access and Performance Licensing	Texas
0208343	BS3418	Sales of Product Income	1/25/2024	Invoice	\$384.00	\$345.60	0%	\$384.00	Acme Corporation	SouthWest Solutions	1	Cost Center Module	Texas
0208343	BS3418	Sales of Product Income	1/25/2024	Invoice	\$457,862.74	\$466,928.62	1.98%	\$466,928.62	Acme Corporation	SouthWest Solutions	1	98%	Texas



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