Refresh Planning When Hardware Lead Times Reach 12 Months

A refresh planning approach that extends what can safely be extended, locks in what must be replaced, and lines up funding, quotes and delivery so a 2026 order still arrives before the old equipment fails.

PRACTICE

Infrastructure Modernization

CLIENT PROFILE

A federal program office or commercial IT organization with servers, storage or network gear nearing end of support. Its annual budget cycle no longer matches supplier lead times.

Challenge

- The memory shortage driven by AI data center demand has stretched lead times for servers, storage and network equipment. Network World reported in August 2026 that some buyers are waiting nine to 12 months, and in some cases 18.
- Quotes now expire in days rather than weeks, so a slow approval chain can see the same configuration repriced before it is signed.
- In federal programs, funds have a fixed period of availability, and a continuing resolution holds most agencies at prior year rates. Commercial teams face the same problem through annual capital plans.
- Equipment that cannot be replaced on time stays in service past warranty, which raises the risk of outages and of losing security patch support.

Approach

- Build one inventory of assets, warranty and support end dates, and workload demand, then sort each asset into one of three groups: extend, replace now, or replace later.
- Extend life where it is safe, using support renewals, spares, targeted memory or storage upgrades and workload rebalancing.
- Right size replacement configurations. Memory now drives server cost, so cutting unneeded memory saves money directly.
- Approve equivalent configurations from more than one manufacturer in advance so one constrained part cannot stall the program.
- Forecast 12 to 24 months on a rolling basis and buy in planned tranches rather than one large annual order.
- Match the approval chain to quote validity windows, and match obligation timing to how long the funds are available.
- Rack, configure and test arriving systems in the Norseman integration lab, then ship them ready to install.

Typical Outcomes

- A dated refresh roadmap that leadership and finance can approve once rather than quote by quote
- Fewer expired quotes and fewer emergency purchases at spot prices
- Critical workloads protected while replacement hardware is in transit
- Faster installation, because systems arrive already integrated and tested

Cost of Waiting

Analysts quoted by Network World expect elevated prices to last into 2027, and they expect only partial relief after that. Waiting usually means paying the higher price later, running out of support sooner and having less choice of configuration.

Procurement Paths

- NASA SEWP VI (Norseman holds Category A, contract 80TECH26D0154) for servers, storage and network products
- NASA SEWP V for orders through its January 31, 2027 ordering deadline
- ITES-4H for Army hardware requirements
- GSA MAS for planning and integration services
- **Commercial:** direct purchase, financing and customer catalogs for repeat orders

Compare vehicles and ordering steps on **How to buy**.

Technology Categories

- Enterprise servers and storage
- Data center and campus networking
- Power and cooling
- Asset discovery and IT asset management
- Hardware support and warranty services

Frequently Asked Questions

Should we wait for prices to fall before refreshing?

Usually not. Analysts expect elevated pricing into 2027, and they expect only partial relief after that. Replace what is at risk now, and extend everything else on purpose.

Can we extend the life of hardware that is out of warranty?

Often yes, through support renewals, spares and selective upgrades. A device that no longer receives security updates should be replaced or isolated.

How does lab integration help when lead times are long?

It removes weeks of on site setup after delivery and catches configuration problems before shipment. That way the time spent waiting is not followed by more time spent fixing.

Book a Lead Time Readiness Review

In two weeks we will show you which assets to extend, which to order now, and how to keep each order inside your budget year.

This is a representative use case. To request a briefing or a quote, contact Norseman Defense Technologies at 410.579.8600 or sales@norseman.com.