Mac choice success: The hard numbers

There are some common beliefs we at Jamf hear when talks of adding Mac to the enterprise begin, mainly that Macs are too expensive and too complex to support alongside other operating systems and infrastructure. Jamf is here to challenge these beliefs, not just because we think Mac belongs in the enterprise to make employees happy, but because the data supports it.

A year after implementing the **Mac@Cisco** program, Cisco found a number of wins that justified their choice program — beyond the fact that their employees wanted it.

Total cost of ownership (TCO)

Ok, but what about the *money*? Let's talk TCO.

Cisco calculated their TCO by measuring:

- Leasing vs purchase
- Location (US/global)
- Operating system (Mac, Linux, Windows, VM)
- Labor type (employees vs contractors)
- Software stack
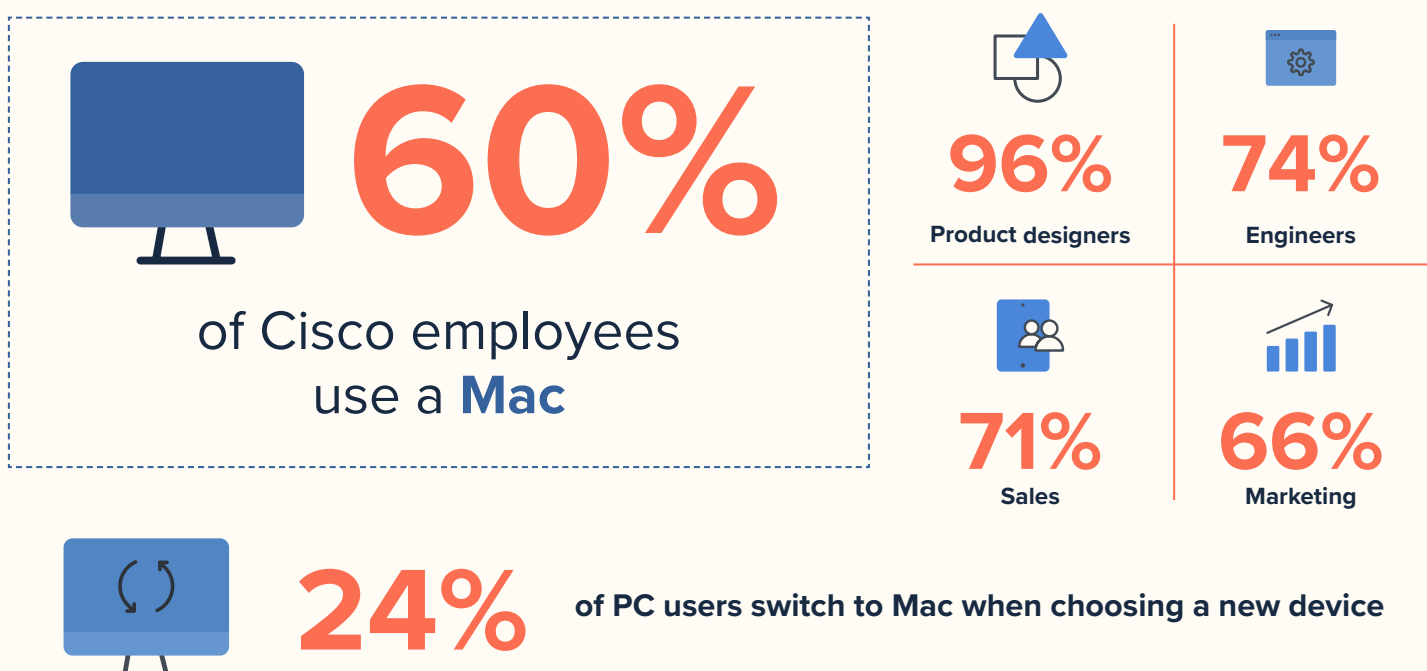- Hardware costs
- Support costs
- Engineering team

1. TCO for Mac is **$148-335** less than PC over 3 years

2. TCO for Mac is **$245-561** less than PC over 4 years

3. TCO for Mac is **$183** less than Microsoft Cloud PC*

* Not including hardware costs of device that accesses cloud

Breakdown of Cisco's Mac Choice usage

60% of Cisco employees use a **Mac**

96% Product designers

74% Engineers

71% Sales

66% Marketing

24% of PC users switch to Mac when choosing a new device
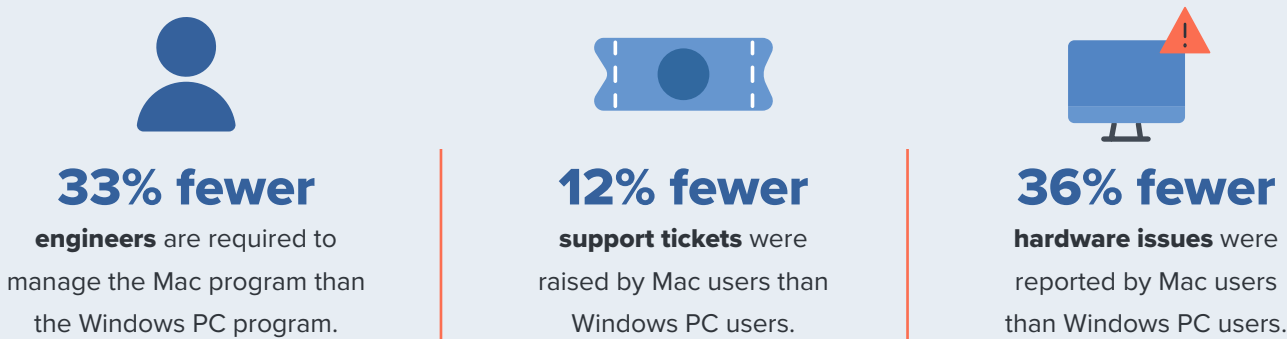
Experts at Cisco's IT department developed an open-source TCO calculator to quantitatively understand the cost of Mac in their organization.

They've made this available for other IT departments to use.
Try the open-source TCO calculator >

The burden of Mac on IT

Cisco measured the burden offering Mac places on IT. They found:

33% fewer **engineers** are required to manage the Mac program than the Windows PC program.

12% fewer **support tickets** were raised by Mac users than Windows PC users.

36% fewer **hardware issues** were reported by Mac users than Windows PC users.

80% of users with a mac

83% of users with a Mac **and iPhone**

Reported IT satisfaction
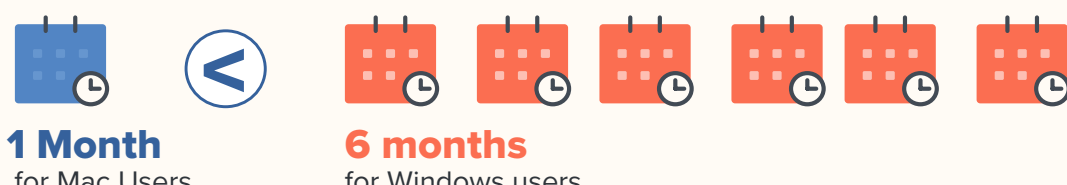
4%-9% higher than employees with Windows PC

60% lower DNS loss

50% lower Gateway Latency

Mac's Impact on Security

88% of Macs **have biometrics enabled** **65% more** than Windows PCs.

9x fewer **virus cases** were detected on Mac.

5x fewer **cyber threats** were detected on Mac.

Timeframe to reach 90% uptake of latest OS

1 Month for Mac Users

6 months for Windows users

Employee performance

Allowing employees to use their preferred device doesn't just improve their experience; it results in better performance. Cisco found that sellers using Mac had **9.8% more deals** created, **10.9% more bookings achieved** and were **9.9% faster** to close a deal than their Windows PC counterparts. And software developers pushed **11.5% more code** to production when using a Mac.

Sales Team:
9.8% more deals*
10.9% more books achieved*
9.9% faster sales cycle*

Software Developers:
11.5% more code pushed to production*

*Compared to Windows user counterparts

Reap the benefits of employee choice and drive the future of work with Mac and Jamf.

Request Trial

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