



Cloud Go-To-Market Strategy

Manage the entire customer lifecycle using the Cloud Marketplace to build and customize comprehensive multi-vendor offerings with Hardware, Software, and Managed Services.

Be More Involved in Your Customers' Businesses

With careful planning and the right strategy, launching a XaaS model empowers Managed Service Providers (MSPs) and Value-Added Resellers (VARs) to better serve the SMB space and ensure growth through a recurring revenue stream.



CHANNEL PARTNER

XaaS benefits your business:

- **Increase margin** due to smaller monthly payments and attached services
- **Improve cash flow** with upfront payment for products/services
- **Capture hardware refresh** by continuing the service (smart phone model)
- **Lower cost of support services** by making it easy to standardize hardware fleets
- **Higher recurring revenue** equals higher company valuation
- **Meet market demand** and create a competitive differentiator



END-USER

XaaS benefits your clients:

- **Monthly payment options** with predictable cost basis
- **Scalable and flexible workforce growth model** to fit an ever-changing business climate
- **Tax benefits** as an operating expense (OPEX) vs capital expense (CAPEX)
- **Refresh cycle and SaaS subscriptions** provide latest technology
- **Access to enterprise technology** as an SMB
- **End to end lifecycle support** and service lowers IT costs
- **Enhance security** through standardization and policy control
- **Planning and procurement** for greater visibility of IT costs

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We are your partner in the cloud! 800.877.1200, opt. 7

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Cloud Solutions Resource Page
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Start customizing your solution designed offerings today!

XaaS Solution Bundles



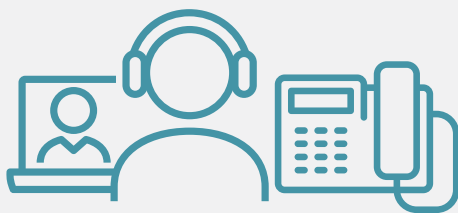
DEVICE

Modern workforce solutions that equip clients with the devices, collaboration and productivity software, and support services that enable digital transformation.



STORAGE

Cost-effective and secure solutions that help clients innovate, adopt, and begin their transition to the cloud within a hybrid environment.



UNIFIED COMMUNICATIONS (UC)

Next generation UC solutions that use the Cloud platform to combine critical communication strategies for everything from business voice to audio conferencing, video collaboration, and file sharing.



COLLABORATION

Meeting space solutions that integrate various real-time communication, collaboration, and productivity tools to deliver a more effective and seamless user experience.

Contact us to customize your solution designed offerings today!