

# Tech Webstore



**connect365**  
Future Proof Communications

Powered by The Mick George Group

# WORLD'S LEADING **HARDWARE MANUFACTURES**, FROM THE UK'S **BIGGEST DISTRIBUTORS**



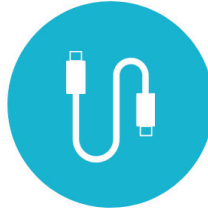
Telephony



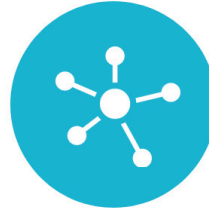
Mobiles



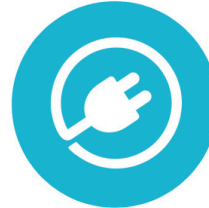
Computing



Cabling



Networking



Electronics



# ONE AND ONLY **WEBSTORE**

## Complete procurement solution:

Our Webstore gives partners direct access to competitively priced mobile and IT hardware from world-class vendors, including Apple, Samsung, Nokia, Microsoft, HP, Dell, Mitel and Avaya.

Webstore automatically searches and displays real-time pricing and availability within the channel, directly from the UK's leading hardware distributors, with the ability to easily purchase on one secure platform.



## Leverage Our Buying Power

Partners will directly benefit from our influence and buying power, with significant cost saving across a complete range of hardware. What's more, there is no requirement for upfront payment with three flexible payments options to best suit the needs and requirements of each customer and order.

## Source the latest technology with flexible payment options:

Hardware bundled into a monthly subscription

Orders placed onto a credit account

Orders paid in full with a credit card

## Key benefits of One and Only Webstore:

- > Leverage our buying power
- > Greater flexibility to source what your customers want.
- > One platform for all the live pricing in the channel.
- > One invoice and financial interaction for Partners.
- > Create loyal customers with a regular revenue stream.





# SOLVE THE PROBLEM - OFFER SUBSCRIPTION TECH

## Accelerate outcomes and maximise operational efficiency:

Tech-as-a-service (TaaS) makes it simple, quick and easy for partners to combine market-leading hardware and core products into a flexible monthly subscription, rather than a traditional capital purchase.

The subscription model transforms the way technology is procured and creates long-term, sustainable relationships with customers. With products and services managed under just one contract, partners are best-placed to win additional sales and refresh existing hardware more frequently.

### Customers

- > Reduced cost of ownership
- > Management of cash flow
- > Better equipment – more often
- > Improved employee productivity

### Partners

- > Simplify your hardware offering
- > Greater customer engagement
- > No holding stock or investment
- > Additional revenue stream

Save up to  
**30%**  
on total cost of  
ownership

### The Market Opportunity

Organisations of all sizes are shifting towards a Tech-as-a-Service (TaaS) subscription model for their hardware consumption. End-users are empowered to deploy only the devices they need, moving from a capital expenditure (CapEx) model to an operational expenditure (OpEx) model. This encourages your customers to improve refresh cycles, giving partners the opportunity to increase margins and sell more products and services than ever before.



# FLEXIBLE SUBSCRIPTION MODELS

## One simple, flexible subscription for all your customer's technology.

Move from deals based on large-outlay capital purchase to a budget-friendly finance or residual subscription programme.

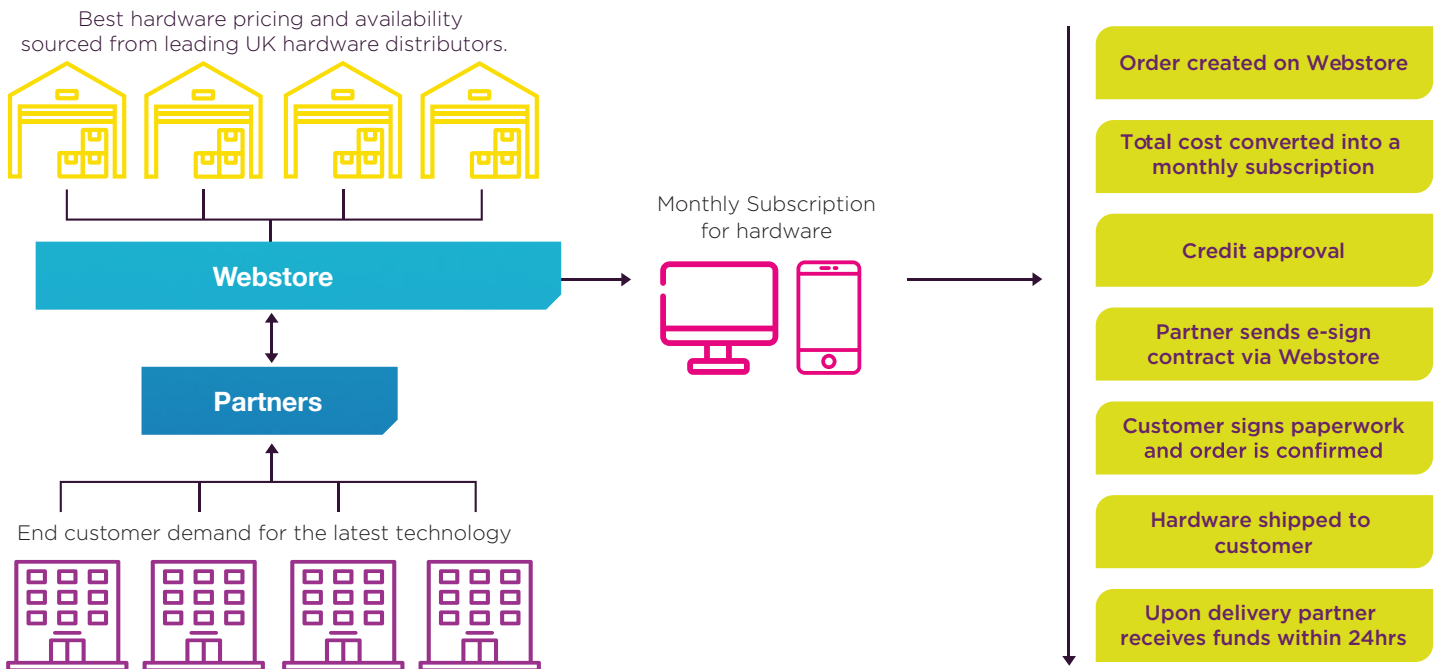
### Finance

Total cost of hardware and software spread across a fixed term. At the end of the term, the end customer owns the hardware and is free to review requirements for refreshing equipment.

### Residual

End customer pays a lower monthly fee over a set term for hardware and software. When the contract term is up, the hardware is returned and refreshed with the latest technology to suit the customer's requirements.

## Webstore and TaaS technology flow



## Why use us for a Tech Service?

- > Our finance process is more straightforward than our competitors' and boasts reduced decision times – you can receive a decision in as little as five minutes.
- > Items are shipped within 24 hours of an order being placed.
- > Manage finance and delivery through the Portal.