ALTRON | BYTES MANAGED SOLUTIONS

DaaS
IT made simpler

Hardware for hire

Computers, printers and other devices are expensive purchases for businesses – especially if you're just starting out, need to upgrade systems or completely replace technologies throughout your organisation. Device as a Service simplifies the setup of a new office or replacement of end of life equipment.

Furthermore, market predicts that by 2020, more than 20 per cent of all end-user computing devices in the corporate environment will be part of a 'device as a service' solution, simply because businesses no longer want to spend vast amounts on implementing systems that are rendered obsolete within a few years or less and then need to be replaced.

Introducing DaaS, which has been launched by Altron Bytes MS as part of its Simplis.IT (pronounced sim-plis-i-tee) suite of services, focused on the end-user computing environment across all industries, for businesses both big and small.

SIMPLIS.IT
Enterprise Management. Simplified

About DaaS

DaaS (or Device as a Service) combines hardware, software, lifecycle management and financing into an all-in-one solution that provides businesses with a predictable monthly spend, per device, per month, for a fixed period of three or five years, thus steering customers from a Capex to an Opex based model. It is a flexible, all-inclusive offering that encompasses multiple vendors with tiered offerings that can be customised to an organisation's needs.
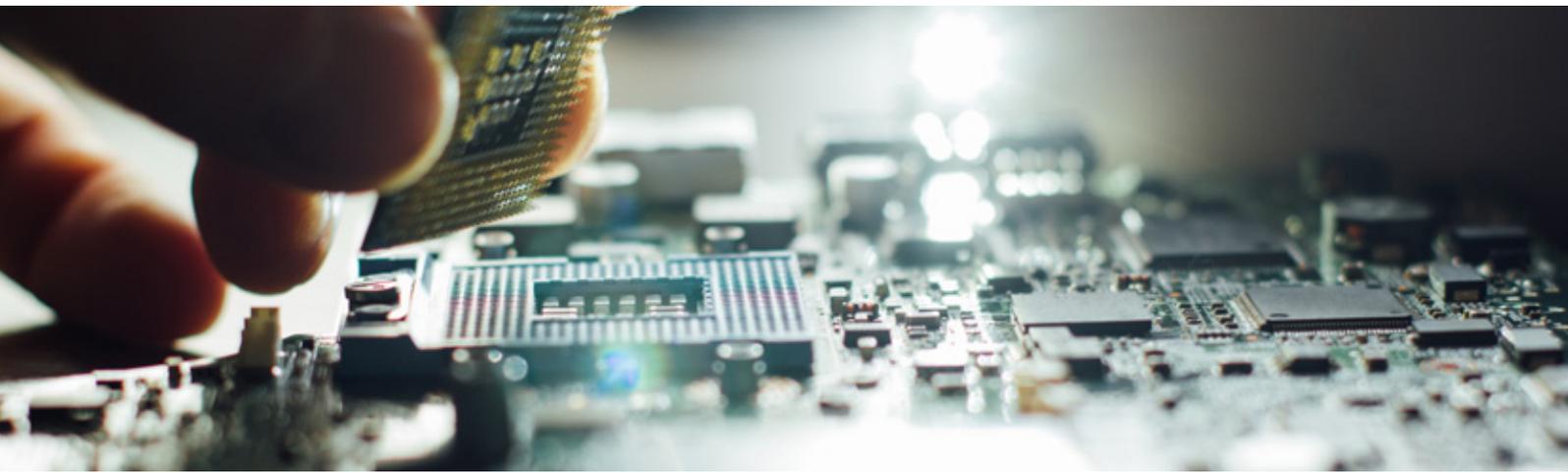
Full-service offering

DaaS customers are given the choice of a selection of devices and accessories from the major OEMs – from entry-level right through to high-end models. The devices also come standard with an operating system, complete with licensing, all done upfront.

Hardware
- HP
- Dell
- Lenovo
- Apple
- Samsung
- Xerox
- Other mainstream devices

Software
- OS
- RMM tools
- Office 365
- OTS
  (Off the Shelf software)

Delivering innovation **that matters**

Seamless solution

Whether it be a laptop, PC, printer, POS device etc, we will stage, deliver and install the device on-site and ensure that any necessary data is transferred from the customer's old device to the new. We will also configure the device and keep track of it during its lifecycle, regardless of its movements within the organisation, all while adhering to an agreed SLA should it require updates, maintenance or repairs – in which case, all a customer would need to do is log a call with our 24/7 service desk and we will dispatch one of our 500-plus technicians, operating out of 110 locations across the country.

Customer benefits

- Predictable budget planning and monthly expenditure – 3 to 5 year terms
- Deployment services
- Full lifecycle management
- Reduced IT effort to manage computing needs*
- Accelerated PC refresh keeps end-users up to date with the most relevant technology
- Customer can choose between a host of OEMs
- Layered security
- Loan device in event of device failure
- Flexible financing options
- Technology tailored to how your users want and need to work
- Flexible SLA options
- Remote management, support and cloud services offered
- Staff purchase option at end of contract**
- Print management
- Consultancy

The intention with DaaS is to provide customers with a flexible model. So we can either just supply the device with the operating system and track the device, leaving the in-house IT teams to do everything else, or we can release the IT managers from more mundane tasks to focus on the core business, with the knowledge and peace of mind that they're not working with outdated devices and software programs. DaaS makes even more sense for organisations that don't have internal IT departments. It is certainly not there to replace anyone, but rather to help 'evolve' IT's role within a business.

**With DaaS, at the end of the fixed-term contract, customers will either be given the option to purchase the devices at a pre-determined price or we will recover the devices after first removing all the data and other info from them. The buy-back option will depend on whether the customer has signed a three- or five-year contract. Should the customer want to re-enter into a new agreement, we will bring in brand-new devices with the same set-up scenario and simply start over – again providing technology that's tailored to how the business wants and needs to work.*

Brought to you by Altron Bytes MS...

Altron Bytes MS is in the business of selling technology and services as tailored solutions that help our customers meet their business objectives.

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