

REALISE YOUR DIGITAL TRANSFORMATION



econocom

Econocom UK & IRL

Econocom Limited is the UK & IRL division of the Econocom Group. We specialise in innovative as-a-service solutions to assist our clients and partners in realising their digital transformation.

We work with large and medium-sized organisations in the retail, education, legal, banking & insurance, outsourcing, automotive, oil and gas and manufacturing industries.

We provide the financial wraparound for digital projects, aligning the costs with the benefits they bring and ensuring partners get paid on time.

Trams | Econocom - a leading Apple Authorised Reseller, certified HP, Lenovo and Dell partner and Jamf Expert - is now part of the Econocom Group. Trams | Econocom provides IT services such as maintenance, recycling, as well as cloud hosting solutions for data storage and remote working.

As-a-service partnerships

- **Looking to offer your solutions as-a-service, while getting full revenue recognition upfront?**
- **Want to increase your sales?**
- **Keen to keep your customers renewing?**

Give them a payment alternative by allowing them to spread costs over time via Econocom's financing solutions. You have the tech expertise, we have the financing skills, let's become partners!

What's in it for you?

By combining strong relationships with leading suppliers and a flexible approach, Econocom is best placed to design sustainable subscription models for making digital projects a success.

- **Spread the cost over time**, remove painful upfront investment and prioritise budgets on strategic activities. Cost predictability makes budgeting simpler and life easier!
- Upgrade infrastructure in line with the latest technology, **future-proof operations** and deliver the best possible user experience.
- **Reduce the environmental impact** of technology investment via personalised e-waste plans.



What kind of digital projects can Econocom help me with?

We build bespoke subscriptions for any digital asset (smartphones, tablets, laptops, IoT, data centres, Wi-Fi, POS, self check-out, ATMs, servers etc.), large infrastructure projects (AV, screens, smart buildings, networks etc.), software (CRM, ERP, CMS, PMS etc.), apps and all delivered services and consultancy.

This is a non-exhaustive list! We can finance all the elements of digital & infrastructure projects for you to pay for them over time.

Easy!



The Econocom Group

Econocom is Europe's first digital general contractor. We design, finance and facilitate the digital transformation of large firms and public organisations.

As **One Digital Company**, we are the only market player to cover the entire digital value chain:

- **Products & solutions:** a one-stop shop for acquiring digital products and solutions
- **Services:** to ensure your digital projects are user-oriented
- **Financing:** unique and flexible as-a-service solutions to spread costs over time



Key figures:



16
countries



8,200
employees



45+ years'
experience



7 million digital
assets managed



430,000+ assets
reconditioned annually

Examples of Econocom solutions

Buy Now Pay Later

Let's say you have a digital project which takes 3 months to roll out. To match your roll out, we give you 3 months to order your assets, speak with your suppliers and place orders. Then, invoices come straight to us and if you are happy with what you ordered, we pay the suppliers on your behalf.

Only when everything is ready, the project goes live and the subscription starts.

Cash Back

Investing in new equipment may adversely affect your cash reserves. With our **"Cash Back" facility**, you simply sell your assets to Econocom and immediately rent them back. You continue to use the assets in exactly the same way while releasing the cash previously tied up in the equipment. This cash injection provides extra working capital.

Houston

Where is your equipment located? Can you easily identify your obsolete technology? How can you control your current spend?

With **Houston**, our "all-in-one" asset management tool, you keep track of all your assets from procurement to disposal.




Technology Refresh Option

It can be difficult to plan the life of assets with technology evolving every day.

With our **'Tech Refresh'** solution, you can refresh your assets at any time, giving you total control and flexibility within a stable subscription fee. Whatever you change, your subscription stays the same.

The Covid-19 pandemic has resulted in a step change in how technology is used within education, a change that we think will persist after the pandemic ends. When we identified a need to upgrade our lecturers IT equipment to meet the challenges of Covid we were able to do so quickly and easily thanks to Econocom.

Craig Scott
Director of IT
Tyne East College



BOS: our mobile-as-a-service solution

Looking to upgrade your mobile fleet with a one-stop-shop solution and value-add services? Choose **BOS!**

Available for Apple, Samsung and Microsoft devices, a BOS package includes access to devices, delivery, Enrolment Programme, next day swap warranty and an e-waste plan (collection, GDPR wiping and recycling).

Your number of employees is evolving quickly? No problem! With BOS, your estate can flex up or down over the term of your contract to match your headcount.



The Schools Leasing Framework

Underpinned by Link Group, the **Schools Leasing Framework** is a Department for Education recommended and fully IAS 17 compliant solution which facilitates the financing of EdTech for all schools in the UK.

Over 500 schools have already opted for the Schools Leasing Framework to preserve their cash for core educational expenditure.

And our approval rating is no less than 4.96 out of 5!

The County Council was keen to ensure that its schools were able to enjoy the legal protection the framework provides whilst also being able to secure financially attractive solutions in a highly complex environment. Link Group and Econocom have delivered a highly professional service and Durham County Council is delighted that all schools across the country can access the benefits of this arrangement.

Peter Shuttleworth
Procurement Manager
Durham County Council

Our CSR approach

Econocom believes digital can no longer just be an end in itself but should improve the well-being of humans. This is tech for the greater good.

Circular economy

We give assets a second life to reduce the **digital divide**.

Every year, we recycle **430,000** items of equipment through recovery, cleaning and reconditioning.

As a pioneer in the digital **circular economy**, we offer bespoke solutions to **offset the carbon footprint** of IT.



A committed employer

Through our HR policy, we focus on developing employee satisfaction, encouraging entrepreneurship, and fostering gender equality and diversity.



Kering is a very strong sustainable brand. Thus, finding a sustainable but also affordable solution to deploy new technology was essential to us. We believe that Econocom are very easily contactable and offer the easiest supplier ordering process.

Indy Bains
End User Support
Manager UK
Kering



Get in touch

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