



**just  
switch**

econocom



# the Econocom Group

Econocom is a major European digital services provider. We make digital transformation happen for companies and public organisations.

We help our clients get the most out of digital by focusing on users as the starting point for their digital transformation. Today, users are the masters of the game. They compare, rate, order, share in one click and have the power to adopt a technology or not.

At Econocom, we always put ourselves in the users' shoes to define our customers' digital strategies. This is what we call 'userisation'.

Econocom is the only player in the digital transformation market that combines both **digital and financing expertise**:

- **Products & solutions:** a one stop shop for sourcing digital products and solutions.
- **Services:** expert services to ensure optimal performance for your projects.
- **Technology management and financing:** flexible subscriptions for spreading the costs of your digital projects over time.

## key figures:



18 countries



10,800 employees



€3.0 billion  
revenue in 2018



Over 40 years'  
experience



7 million digital  
assets managed

# Econocom UK & IRL

Econocom Limited is the UK & IRL division of the Econocom Group.

Econocom UK & IRL specialises in innovative subscriptions and as a service solutions (aaS), designed specifically to assist our clients and partners in realising digital transformation.

We are expert at providing the financial wraparound for often complex digital projects, thereby matching the cost of the project with the benefits it brings and ensuring partners get paid on time.

We are active in many industry sectors especially retail, education, legal, banking, outsourcing and industry.

**In retail,** we createaaS solutions for POS & payment solutions, digital signage, rugged devices, Wi-Fi & supply chain etc. and can flex rentals in line with peak and non-peak periods.

**In education,** we supply and finance edtech projects necessary to enhance the student experience such as Apple, Google, network/wifi infrastructures, laptop/PC roll-outs, library technology and 1:1 schemes. We have over 1,000 customers in education ranging from primary schools to universities.

**In the legal sector,** we specialise in building subscriptions for major PMS/CMS/BI software projects. We are an Alliance Partner of Thomson Reuters Elite and an Aderant Partner. Today, Econocom is working with 25% of the Top 200 UK law firms.

In 2017, JTRS (Apple Solution Expert and Microsoft & Google solution provider in education and B2B) and Jade Solutions (rugged handheld & Wi-Fi in retail and logistics) joined Econocom in the UK.

Econocom UK & IRL is helping thousands of organisations make their digital ambitions a reality.

## When will you take the plunge?



# the world is changing

# why use Econocom's subscription solutions?

We are living in a 'renter society', in which consumers subscribe to goods, services and experiences via regular payments, rather than purchasing them outright.

Why? Most obviously, renting doesn't burn a hole in your wallet, with smaller payments being easier to manage. Secondly, consumers can get the products they desire quicker than before.

Having transformed consumer markets, these 'renter society' models are also becoming increasingly prevalent in the business world.

In B2B, digital decision makers can struggle to gain internal financing support for capital projects, and at the same time, are concerned with the obsolescence risks of ownership.

On the flip side, even businesses that are cash-rich need to justify a return on investment. While at the same time, they need to future-proof their business to compete in an increasingly global market place.

This change from CAPEX to OPEX is changing the ways in which companies update their digital estate.

**London Organising Committee for the Olympics Games Asset Management Manager, Daniel ABDA:**

"Thank you for your continuing support. We can call it one of the most - if not THE most - successful Tech Asset programme of the Games."

By combining more than 40 years' experience, strong relationships with leading suppliers and a flexible approach, Econocom is best placed to design elegant subscription models for making digital projects a success.



Econocom's aaS solutions empower your business with **an unprecedented level of agility**, allowing you to operate more proactively than ever before.



You **spread the cost over time** and remove painful upfront investments, therefore you can allocate your budget to strategic activities. Costs are also predictable, which makes budgeting simple and your life easier!



Our rolling subscription models help you **upgrade your digital infrastructure in-line with the latest tech, thus future-proofing its operations** and delivering the best possible user experience.

**In this age of Netflix, Spotify and Zipcar, isn't it time for your business to benefit from the same subscription freedom?**

## 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 (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.. You tell us what needs to be included in your subscription, which suppliers you want to work with, what payment terms are best and we take care of the rest.

**Easy!**



# some examples of Econocom's solutions

## pre-rental facility

Have you ever been in the situation where you need to upgrade your estate, but find it challenging to deal with multiple suppliers? On top of this, you'll likely pay high upfront costs, even though your new assets' ROI will take months.

The Project Rental Agreement (PRA) is our answer to these challenges!

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.

**Then it's plain sailing all the way!**

**Wiggin LLP's Head of Finance, Sarah Mitten**

"As soon as we heard about BOS, we could instantly see the opportunities that it could afford us as a forward-thinking business. We wasted no time in signing up, and we were delighted to see the devices arrive at our doorsteps just three days later. The real power of BOS is in its flexibility. We're a fast-growing law firm, and this plan allows us to scale up our estate as and when necessary, while ensuring that it remains future-proofed along the way."

## technology refresh option

It's difficult to plan the life of digital assets, with technology evolving every day. Econocom understands that as an agile business you need a solution to refresh your estate, when you decide and not just when your contract dictates.

The Technology Refresh Option (TRO) is Econocom's enterprise solution for a dynamic estate. As the name suggests, you can refresh your assets all the time, with a stable subscription fee, giving you total control and flexibility. Whatever you change, your subscription stays the same!

**Sounds refreshing?**

## BOS: modular subscriptions for corporate mobile devices

BOS is a mobile subscription for businesses & institutions looking to upgrade their mobile fleet, while increasing savings. On average, BOS subscriptions offer 20% discount off the device list price, and this includes the comprehensive services pack below.

Available for Apple, Samsung and Microsoft devices, a BOS package includes access to devices, delivery, Enrolment Programme, next day swap warranty, 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.





# get in touch

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### **Poundland's IT director, Mike Gray**

"By creating a bespoke subscription aligned with our strategy, Econocom helps us take advantage of the latest digital opportunities today. They have helped make our digital transformation happen. The account management we have experienced has been first class and I would happily recommend them."