

2021

Econocom

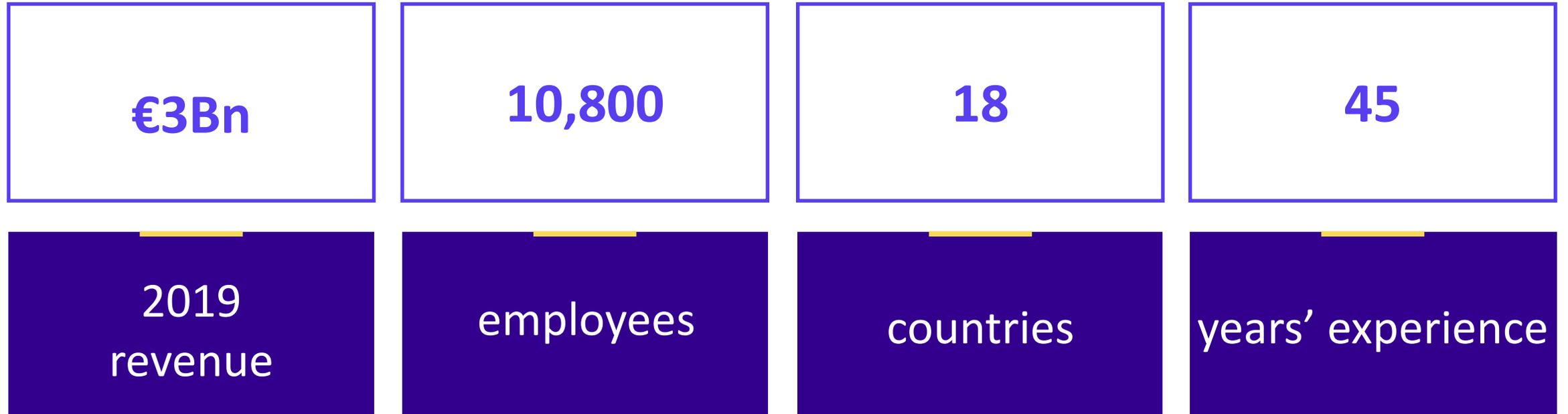
WEBINAR

How as-a-service solutions help business fund their - or their clients - transformation

B BLICK
R ROTHENBERG
a part of **AZETS**

econocom

Europe's largest independent provider of as-a-service solutions for transformation projects



econocom

Managing empty buildings during the COVID-19 shutdown

Commercial real estate owners are adapting to a new reality during COVID-19:

Retail properties experience increased vacancies as businesses struggle to stay open. Commercial office space occupancy may be threatened as nearly 30% of the workforce is expected to work from home multiple days per week by the end of 2021.

This brings new challenges to managing buildings that are no longer routinely occupied:

With the possible reduction or absence of onsite maintenance staff and limited oversight into a building's safety, properties may be more susceptible to vandalism, fire, damages etc.

Smart technology (*Surveillance drones, IoT sensors, HVAC System & Security Monitors, Fire/Smoke/Water Detection, Temperature – Humidity - Environmental Monitors*) is a powerful tool for remote monitoring of vacant spaces by reducing time, effort & costs associated with property oversight.



Financing for a complete office fitout



VVSG, GSD-V and OVSG represent Flemish councils in Belgium. When moving to new offices, the 3 entities were looking for a sustainable financing solution via a large public tender.



Challenges:

- The 3 entities wanted **all costs for the office fitout** (flooring, LED, furniture, workplace etc.) to be **“bundled together”** along with the **costs of running this office** (utilities, cleaning etc).
- Find a partner with the right **financing expertise** to fund all office components and facilitate this **multi-stakeholder process**.

The solution:

- An **as-a-service** solution for a complete office fitout with **equipment, financing & services** (warranty, maintenance, cleaning, swap, e-waste plan etc.) over 9 years.



Complete office fit out financing
300+ staff office

Monthly outgoings for entire project to spread costs over time
including an e-waste plan

Financing for a complete office fitout



The Econocom Touch:

- With its **ecosystem approach**, Econocom played an **integrator role** with all suppliers to facilitate a **smooth project delivery**.

Benefits:

- **Increased savings** reallocated to improve members' services.
- Shifting from **ownership to usage**: no more obsolescence risk or end-of-life responsibilities.
- Act as a pioneer and show the way via **forward-looking circular models**.



“When a public tender requests as-a-service: suppliers don’t have the financial expertise or the financial capacity to finance all applications.”

Econocom acts as a financing partner that helps you co-create a win-win rental solution: as a customer you spread payments over time and your suppliers are paid upfront.”

Mieck Vos, General Director, VVSG.

Practice Management System financing

FREETHS

Freeths LLP - a top 50 UK law firm - needed to replace its aged Practice Management System (PMS) with a new “state of the art” software to meet demanding modern-day requirements.



Challenges:

- Protecting its **cash-flow and working capital**.
- **Avoiding heavy costs** involved with the replacement of **legacy technology** and installation of **new infrastructure**.
- Incorporating **software & services from multiple suppliers**.

The solution:

A flexible 5-year **rental solution** including PMS, consultancy services, maintenance & installation costs for a **single monthly fee**.



End-to-end transformation project =
£19.5k per month over 5 years

15-month roll out

E-signature
for a frictionless journey



The Econocom Touch:

- A **Buy Now Pay Later option** to relieve cash flow pressures during the roll-out phase.

Benefits:

- **Simplicity:** one single monthly payment for multiple invoices & suppliers.
- **Agility:** cash flow and bank lines are protected during the critical roll out phase of the project.
- **Freedom:** liberating cash to invest more resources in legal cases.

When renewing our 20-year old PMS system, we needed trusted partners to make it a success and Econocom was one of them.

Thanks to their unique solution, we didn't pay any significant costs during the roll out phase of our transformation project.

This is the ideal method to have a smooth transition between legacy and new systems.

Simon Owen – Finance Director - Freeths

Future-proofing its mobile estate via as-a-service



Wiggin - UK law firm focused on media, technology and IP - wanted to upgrade its estate to have a mobile-enabled workforce and unleash its collaboration.



Challenges:

- Getting the latest **Apple devices** with **services bundled** around the equipment.
- Using a scalable solution that easily adapt to its **fast-growing growth plan** (new joiners, new offices etc.).

The solution:

- a **24-month subscription** for 100+ iPhones with **services** (delivery, warranty, insurance, e-waste plan) for **total peace of mind**.
- Option to **increase up to 20% of its estate** in the first 12 months to adapt to its changing mobile needs, while staying **co-terminus**.



100+

iPhones supplied, fully supported via services and financed for
£22 / month / unit over 24 months

3 day
roll-out

Future-proofing its mobile estate via as-a-service

WIGGIN



The Econocom Touch:

- A **usage-oriented solution** with total **freedom** to upgrade assets in line with business needs and technological cycles.

Benefits:

- **Scaling up** its mobile estate as and when necessary, while ensuring that it remains **future-proofed** along the way.
- **Business continuity:** never without a device with the **next-day swap warranty** and **round-the-clock support**.



"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.

Sarah Mitten, Head of Finance, Wiggin LLP

Turning renovation services into “comfort as-a-service”



Jansen Building Company is a renovation company specialised in complete fitouts (interior design, prop tech, acoustic finish, HVAC etc.) for offices, retail, infrastructure & health institutions.

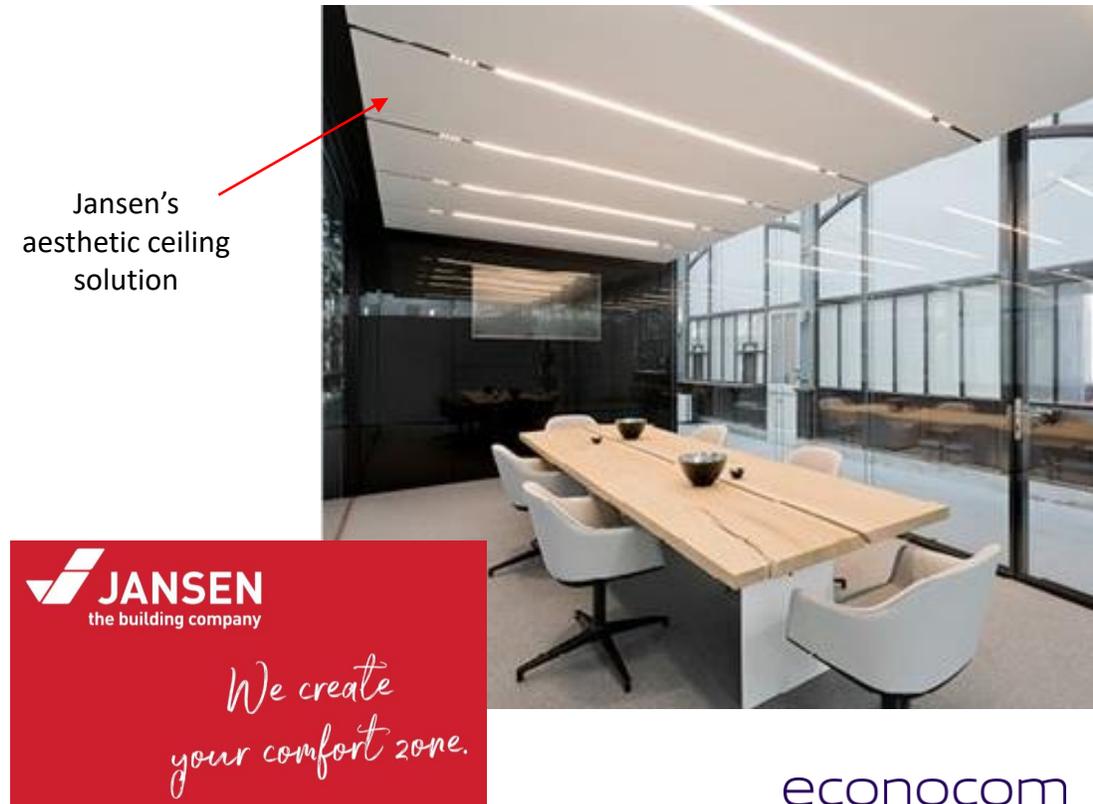


Challenges:

- One of Jansen’s principles is to build working environments in which people are “within their comfort zone”.
- Janson was looking to turn its traditional sales model into a “comfort-as-a-service” model.

The Econocom's solution:

- Bundle all costs of the Jansen “aesthetic ceiling” solution:
 - heating, cooling, lighting and acoustic kit
 - integrated technology
 - maintenance and cleaning
- ... in a a single monthly fee.



Jansen’s aesthetic ceiling solution



We create your comfort zone.

Turning renovation services into “comfort as-a-service”



Client's benefits:

- Get a premium 'all-in-one' product without the upfront costs.
- Switch from an uncertain expenditure model to fixed monthly payments for accurate budgeting.

Jansen's benefits:

- Tap into new markets through an as-a-service model.
- Benefit from a continuous source of income.
- Create a long-term relationship with the customer.

Introducing lighting-as-a-service

ETAP is a European company providing energy-efficient lighting solutions for any professional environments, from office buildings to hospitals, schools and industrial workplaces.

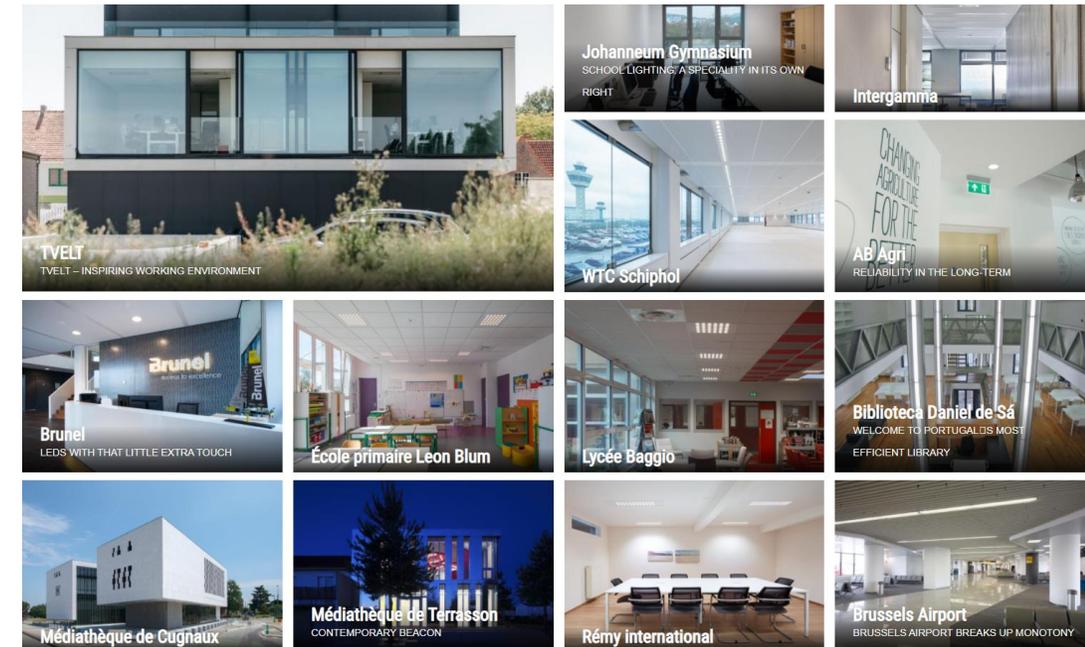


ETAP's considerations:

- Sustainable lighting has a higher purchase price.
- Sustainable lighting has a long life, typically 10 to 20 years.
- Few firms look 10 years ahead when buying a lighting solution.

The solution opted by ETAP: lighting-as-a-service, via Econocom

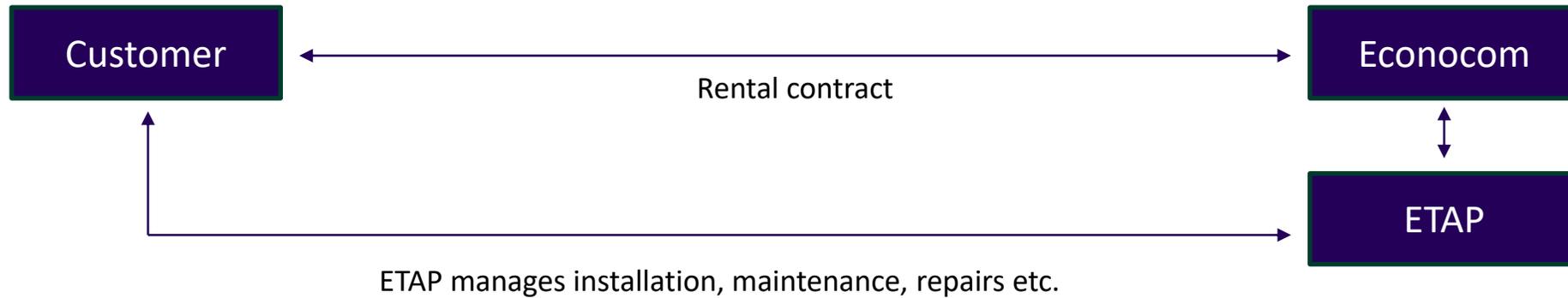
- the customer does not own the lighting equipment.
- ETAP is responsible for installation, maintenance, repairs etc.
- the customer rents lighting via a fixed fee that covers all costs.



Introducing lighting-as-a-service



Contractual arrangement:



The customer orders the equipment with ETAP who delivers and installs the equipment.

The customer enters into a direct rental arrangement for the equipment with Econocom - ETAP's financial partner - on ETAP branded documentation.

Q&As

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