

HAAS DEFINED: NEW TERM, OLD CONCEPT

Hardware as a Service (HaaS) is a new and rapidly growing managed service, and the concept has been around for years. When your cable provider installs a new router to replace an outdated one, or your wireless carrier sends you the latest cell phone included in your monthly plan, they are essentially providing hardware along with the service.

Even your department water cooler is a piece of hardware that is often included as part of your system subscription. Purchasing these items outright may not be practical — who wants to be stuck with obsolete and unusable equipment?

PURCHASING EXPENSIVE TECHNOLOGY HARDWARE OUTRIGHT MAY NOT BE PRACTICAL — WHO WANTS TO BE STUCK WITH OBSOLETE AND UNUSABLE EQUIPMENT?

HaaS can be especially applicable to many small-to-medium-sized departments. That's because you may not always have the resources or budget necessary to keep up with technology changes through conventional methods. A great way to keep current with rapidly evolving IT innovations, while still controlling costs, is Hardware-as-a Service.

Outdated IT equipment can be even more costly. It can lead to difficult budget decisions, poor productivity, and lost data. HaaS is essentially like leasing the technology equipment, such as Toughbook computers, which your department would otherwise have to purchase, and it almost always includes a maintenance/support contract. Combined with a managed service agreement (MSA) from KELTEK that covers all aspects of your technology needs — HaaS can alleviate a lot of hardware headaches and provide some big benefits.

1. REDUCED CAPITAL EXPENSE

By not having to spend a lot of money upfront for your next major hardware upgrade, HaaS has the financial benefit of converting a large capital expense into a more manageable operating expense. This can free up your cash flow and provide more working capital, which is critical to many departments.

A fixed monthly, quarterly or annual cost makes technology expenses budgetable. HaaS removes the unpredictability factor involved with maintenance and upkeep. KELTEK has a proactive service approach, giving us a vested interest in maintaining an efficient and productive technology solution.

2. SAY GOODBYE TO OBSOLESCENCE

A HaaS solution includes not only repair or replacement



KELTEK: HARDWARE-AS-A-SERVICE

THERE IS NO NEED TO WORRY ABOUT YOUR HARDWARE, ALLOWING YOU TO FOCUS ON THE IMPORTANT WORK YOU DO.

of broken hardware, but also allows you to plan for timely upgrades to state-of-the-art technology. This eliminates the buyer angst which so often accompanies IT purchases.

You can't expect to be successful in tomorrow's public safety landscape using yesterday's tools. HaaS is a great way to stay current with state-of-the-art technology specific to your department's goals and needs — from printers, to cameras, computers, peripherals and more.

No longer will you feel compelled to "try to make things work" with outdated technology because of cost constraints.

3. BETTER TROUBLESHOOTING AND MAINTENANCE

The proactive service model associated with HaaS delivers a high level of service integrity and operational reliability.

Ongoing support with KELTEK is a great way to ensure the best operating practices are used with your hardware.

Too often, new hardware is purchased and maintenance is neglected due to costs. With a HaaS solution, the equipment and service is included in the MSA. You can forget about the potential implications of equipment failure and system crashes right after a warranty expires. Just let KELTEK resolve — or better yet, prevent — the problem.

4. A SIMPLE, WORRY-FREE SOLUTION

The best part about Hardware-as-a-Service is convenience and simplicity. There is no need to ever worry about your hardware and equipment because someone is doing that for you, allowing you to focus your energy on the important work you do.

NO LONGER WILL YOU FEEL COMPELLED TO "TRY TO MAKE THINGS WORK" WITH OUTDATED TECHNOLOGY BECAUSE OF COST CONSTRAINTS.

- HaaS can provide even more benefits to your department than those listed here. So, is HaaS a part of your organization's technology road map, or strategic technology plan? If you're not sure what to include in a strategic technology plan for your business, schedule time to speak with one of our technology consultants today!

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