UPS as a Service

IT professionals can't afford network downtime. But it's hard to keep everything running smoothly in their hybrid IT environments. And for Finance, the budget is always tight.

UPS as a Service provides a simple way to manage back-up power needs, especially at the edge for network connectivity, compute, or storage, with predictable lower costs and relief for IT staff.

Our UPS as a Service offer creates **more cash flow** for partners by **extending their services capabilities** and providing **predictable recurring revenue** with **flexible customer financing**.

What's Included in UPS as a Service?

UPS as a Service is a bundle of:

APC Smart-UPS™ + Network Management Card + Services
EcoStruxure™ IT,
Monitoring & Dispatch + Tech Data Capital Financing Benefits

The solution is based on a flexible, modular approach that considers how much control the customer needs.

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Why They'll Love UPS as a Service

Value for customers

- Allows them to manage their power infrastructure with one simple monthly bill
- Improves working capital with a predictable budget (operating expense[1])
- Expands flexibility with capital budget towards other expenditures
- Allows them to gain visibility into location, health, and status of UPS
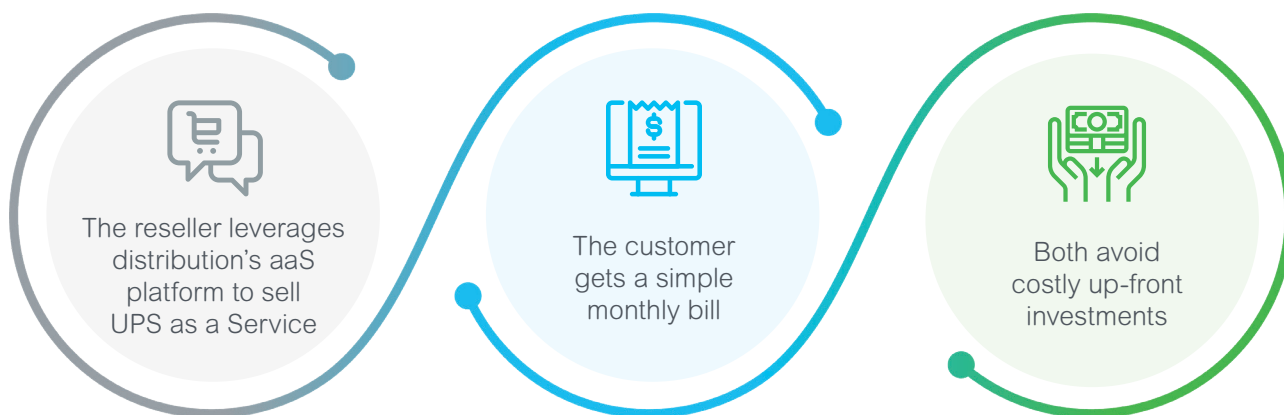- Avoids the hassle of battery replacement and future unplanned costs

Value for resellers

- Provides a recurring revenue stream or an up-front payment for the whole contract cycle
- Creates no impact on open credit lines with Tech Data Capital
- Reserves cash to grow other areas of the business while financing UPS purchases
- Generates more customer touch points across the UPS lifecycle
- Makes it easier for their customers to deploy technology projects

Terms and entitlement options

- UPS as a Service is a cloud-based service that's easy to connect to with our gateway; Tech Data Capital provides support to help implement the solution, with flexible contract length options (3 and 5 years) and terms
- Services responsibilities and hardware ownership can vary based on reseller business models, customers' needs, available resources, and desired profit margins
- Partners can choose the level of support and Monitoring & Dispatch services that are right for them

How It Works

The reseller leverages distribution's aaS platform to sell UPS as a Service

The customer gets a simple monthly bill

Both avoid costly up-front investments

How Partners Can Build in Margin[2]

Here's an example for a customer who needs **5 APC Smart-UPS:**	Up-Front Bundled Cost (ERP)	**Reseller Partner Margin**[2]	Customer Cost per Month per Unit
3-Year Payment Plan • APC Smart-UPS 750VA LCD 120V (SMT750C) • UPS Network Management Card 3 (AP9640) • Service Plan, Monitoring & Dispatch (W3YONSITENBD-SP-02)	$5,437.^{90}	$906.^{32}	$31.^{56}
5-Year Payment Plan • APC Smart-UPS 750VA LCD 120V (SMT750C) • UPS Network Management Card 3 (AP9640) • Service Plan, Monitoring & Dispatch (WMD5YOSNBD-SP-02)	$5,463.^{56}	$1,311.^{25}	$25.^{39}

- No carrying costs for improved cash flow and margin
- Stack with eligible 5% instant rebates, 10% ORP, or 15% Edge IT discounts

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[1]Customers must consult with their organizations' individual accounting principles. [2]For demonstration purposes only. Example provides a mark-up of 20% to the partner. Actual deals will vary in margin (at the partner's discretion) and credit profile of the end user. Reach out to Tech Data Capital for more information about pricing: financingteam@techdata.com.

Tech Data

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