

Softcat

Microsoft
Surface

STEP INTO THE WORKPLACE OF TODAY

POWER YOUR MODERN WORKFORCE
WITH SOFTCAT'S SURFACE AND DEVICE
AS A SERVICE OFFERING



THE WORKPLACE HAS UNDERGONE A TRANSFORMATION

From the digital revolution to shifting behaviours and safety requirements, the working environment we see today is unrecognisable – even to the average worker of just a few years ago. And what matters to employees and organisations today may not have been on their radar back then.

With a focus on outcomes over offices, your employees are likely to be embracing new, flexible ways of working, creating individual schedules that let them work on their own terms. In the modern workplace, business is personal.

SO, WHAT ARE THE UNIQUE CONSIDERATIONS FOR ORGANISATIONS THAT WANT A SUCCESSFUL FUTURE?



Facilitating secure communication and collaboration for remote workers



Keeping up with the latest technology for greater employee productivity



Delivering greater IT efficiencies to ensure users have access to the right devices

But every business faces its own personal journey. And without the right support, making these things happen in a way that's right for your business isn't always straightforward.

To ensure productivity and collaboration can continue uninterrupted, IT teams need the tools, customised support and end-to-end services to meet the ever-changing future of the remote workplace – and manage the devices and software that come with it.



85%

of business leaders confirm that productivity has increased in their business as a result of greater flexible working options.¹

SIMPLICITY IN A COMPLEX ENVIRONMENT TURN TO DAAS

A modern as-a-service model can make it easier for organisations to support their in-office and remote workforce with up-to-date devices that enable greater and more secure collaboration.

Choosing an as-a-service solution offers a flexible approach to the traditional CapEx method of acquiring and managing technology. It allows you to choose the products and services that meet your business milestones, helping you move towards your goals at a pace that suits you, while freeing up more time, resource and business value.



Here's a before-and-after snapshot of why DaaS is the way forward:

THE WAY OF THE PAST	THE WAY OF THE FUTURE
Large, upfront costs	Flexible, monthly fees
Long refresh cycles	Shorter refresh cycles for easier upgrades to newer devices
Less scalability	Easy to provision appropriate devices for new starters
Demands more IT time	Includes on-going support and managed services to free IT time
Separate costs for every element	Incorporates devices, software, accessories and supporting services
Tendency to buy the same products in bulk	Allows for flexible device mix, choice of Microsoft software and accessories

What is Device as a Service?

Device as a Service (DaaS) is an IT solution that combines devices, software, accessories and management services into a monthly, quarterly, or upfront cost.

**The IT you need, at a simple,
manageable cost.**

THE BENEFITS OF DAA S

Why DaaS? Firstly, it's flexible, simple and makes it easier to source the latest devices when you want them. But there's plenty more it brings to the table with Softcat and Microsoft. Let's really get under the hood of how Microsoft DaaS is the solution to today's challenges.



GREATER COLLABORATION

With remote working fast becoming the norm, employees need the technology that can help them stay connected effectively, while empowering them to work in their own way. DaaS enhances collaboration features by improving access to the latest Windows 10 and Microsoft 365 capabilities.



FRESHER TECHNOLOGY

Technology is constantly changing. OpEx solutions such as DaaS mean contracts are more flexible, giving organisations the chance to update devices and software with greater frequency, so employees can stay productive using the latest Surface technology. Plus, for any new starters, it's easier to get them equipped with the right device for their role.



BETTER EFFICIENCY

If the time IT spent 'keeping the lights on' was reduced, think how much extra resource there could be for innovation projects. DaaS includes full lifecycle management services, freeing up IT time for other important, immediate tasks and preparing for future growth.



MORE MANAGEABLE COSTS

Budget pressures are ever-present, and large, up-front costs can mean organisations are put off from refreshing technology, missing out on the benefits of the latest devices. Manageable monthly payments with DaaS remove those big initial outlays and allow you to work with a fixed monthly budget.



IMPROVED SECURITY

Security threats are growing in sophistication and working remotely across different networks can add to end-user susceptibility. DaaS enables organisations to improve security monitoring with managed services and update devices with the latest OS and patches.

Managed services can...



Reduce IT cost by

25-45%



Increase operational efficiency by

45-65%²

MODERN IT SOLUTIONS, MADE TO MEASURE WITH SOFTCAT AND SURFACE & DAAS

Discover a DaaS solution that's personalised specifically for your business with Softcat and Microsoft.

It's the complete IT solution that helps you meet your individual business milestones, boosting collaboration, productivity and IT efficiency. You'll gain powerful Microsoft assets and the deeply personalised service we pride ourselves on.

Working with us brings a whole new look to DaaS, adding value at every turn.



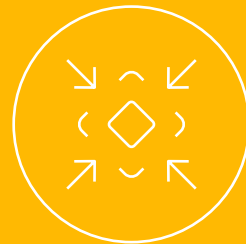
ALIGNED DAAS SPECIALIST

You'll be supported through your journey by one of our dedicated Softcat DaaS specialists. They'll be checking in to make sure your solution always suits your needs.



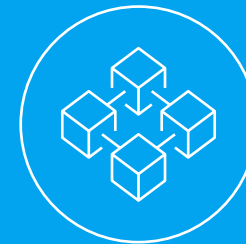
CUSTOMER-FIRST APPROACH

Designed with you in mind, we get to know your business inside out to make sure your DaaS package includes the most suitable products for your plans. It's never one-size-fits-all with us.



SINGLE SOURCE

We're a trusted partner that operates on a 'people first, technology second' model. From the broader IT landscape to your workplace productivity and end-users' individual needs, together we'll understand the full picture and suggest technology that fits your environment.



ALL IN ONE PLACE

Softcat's Surface DaaS offering is a flexible, simple way to manage your IT hardware, reducing the complexity of purchasing, provisioning and maintaining devices and software. The all-in-one answer to your IT requirements.

BETTER TECH FOR A BETTER EXPERIENCE

By combining premium Microsoft Surface devices and accessories with the latest Microsoft software and fully-integrated lifecycle services, you'll benefit from the flexibility, scalability and cost-efficiency of the DaaS model, as well as the simplicity, productivity and freedom that comes with a made to measure solution from Softcat and Microsoft.

Everything you need, and nothing you don't.

End-user first, always.

Every business is adapting to these changes. But no one will share the same goals, plans or outlook. Our first stage is always to look at your organisation's objectives and from there we can begin developing a solution that fits. We'll:

- Assess your requirements and current status
- Determine where your existing devices are in their lifecycle
- Establish priorities to design cost-effective solutions
- Customise our service to supply appropriately provisioned devices for your requirements
- Offer key recommendations and ongoing support
- Plus, you have the flexibility to select elements of the offering or choose the full package



9 hours saved per week
for highly mobile workers on common tasks
with 365-powered Surface devices.³



LOVED BY EMPLOYEES, VALUED BY IT

Four steps, one simple solution. Our Microsoft Surface Device as a Service solution is the easy way to access and manage powerful, modern technology, wrapped in one package.

Your made to measure, software-led solution, designed for the future of your individual workplace – in just four steps.



1. DEVICES

Combining innovation and craftsmanship, Microsoft Surface for Business devices are made to help you work in the way you want, so you can be productive and stay connected. With modern security and manageability features, the rich Surface portfolio will inspire users to work with enthusiasm.

You can choose from a diverse range of devices, from the supremely portable 2-in-1 Surface Go 2 to the immersive Surface Studio 2.

- Surface Go 2
- Surface Pro7
- Surface Pro X
- Surface Laptop Go
- Surface Laptop 3
- Surface Book 3
- Surface Studio 2
- Surface Hub 2S

2. SOFTWARE

Microsoft software is the engine for the modern workplace. You can take your pick from a range of productivity suites to improve efficiency and collaboration and drive smarter, more personalised decision making, including cloud-based Microsoft 365 and Microsoft Dynamics 365.

- Microsoft 365
- Microsoft Dynamics 365
- Azure Cloud Services (optional)
- EMS (optional)

Work your way

Add the Microsoft 365 experience to your Surface devices and it'll be easier than ever to get things done.

- Enhance remote collaboration and creation, wherever employees are, with Office applications and Microsoft Teams capabilities
- Improve device deployment with Windows Autopilot
- Strengthen security and manageability with Windows 10 Pro, Advanced Exchange device replacement services and the latest in security features

LOVED BY EMPLOYEES, VALUED BY IT

3. ACCESSORIES

Enhance the experience with powerful and productive accessories – the ideal pairing for Surface devices. Whether it's about hearing with perfect clarity or improving comfort for home working, users can feel empowered to work at their best.

- Type covers and keyboards
- Pen, Dial and mice
- Power and dock
- Bags and sleeves
- Headphones

4. SUPPORTING CAPABILITIES

Services at every stage. From supply and provisioning to proactive monitoring, we lighten the load with full lifecycle management, allowing your IT team to work with creativity on more innovative projects.

- Rely on our specialists for on-going support
- Gain data and insights on how devices are used and any potential issues to maximise device efficiency
- Work with us to identify any training that can help you get more from your technology
- Package your solution with cloud services
- Enrol devices with zero touch using the cloud and Windows Autopilot
- Tailor warranties to your exact needs for easy fault handling

76%

of customers agree that Microsoft 365 and Surface devices help improve employee retention.³



LET'S GET STARTED

These changing practices offer a unique opportunity to redefine your modern workplace and choose the technologies that suit your specific business needs, today and in the future.

Softcat can help you meet those individual business milestones. We are ready to get to know your requirements and start building your bespoke Surface & DaaS package.

To find out more, speak to your Softcat Account Manager.



Sources

- 1 IWG
- 2 Mordor Intelligence
- 3 Maximizing Your ROI From Microsoft 365 Enterprise With Microsoft Surface A Forrester Consulting Total Economic Impact™ Study Commissioned By Microsoft, May 2018

