

We are XMA  
in Business.



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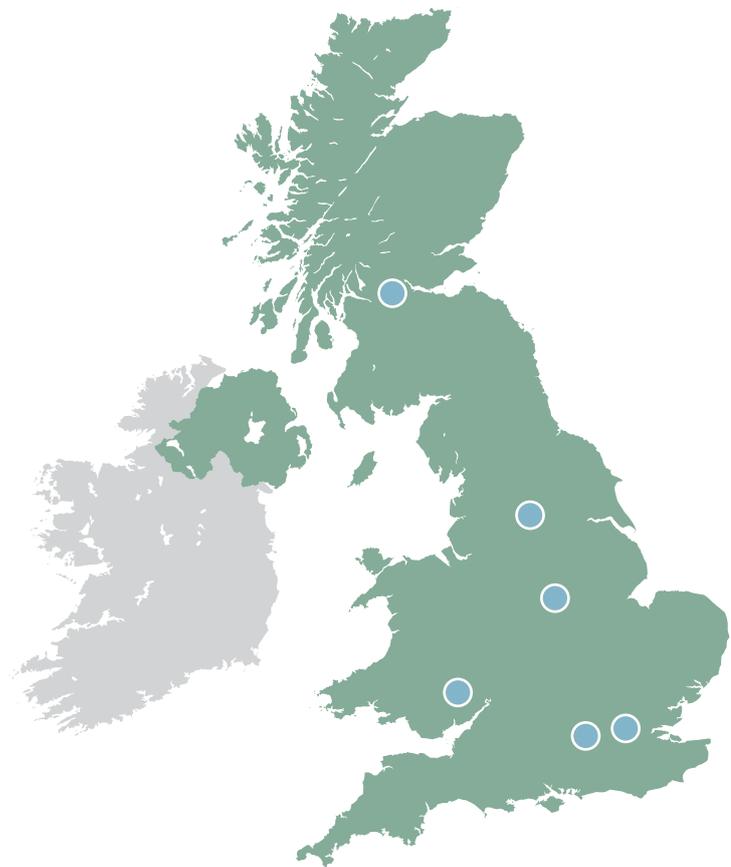
## We are XMA in Business

We deliver innovative IT solutions that enhance how people learn, teach, govern, deliver healthcare and do business. We are a team of over 250 specialists, based across the UK who bring together over 30 years of experience, world class vendor partnerships and broad service delivery capabilities on the ground and in the cloud.

We recognise that all of our customers are different. We take a consultative approach and build tailored services and solutions to help you meet your business objectives. Our solutions will reduce costs, improve interactions with your customers and allow you more time to focus on your key stakeholders. With corporate offices across the UK, we have national reach with a local touch. We will help you shape, deploy and support your IT projects.

### Our locations

- London
- Nottingham
- Halifax
- Glasgow
- Reading
- Cwmbran



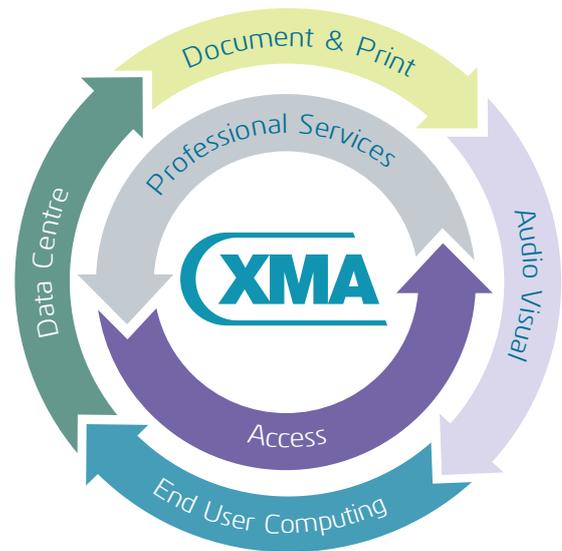
## Our services and solutions

Our established relationships with partners from Apple, HP and Microsoft through to Airwatch, Aerohive, Netapp and VMware allow us to provide tailored solutions to meet your business needs and objectives.

We offer end-to-end managed solutions to help you reduce costs and improve your interactions with customers whilst keeping your data secure and allowing maximum accessibility for your employees.

“ From our experienced pre-sales team, qualified project managers to efficient on-site engineers, we will help you shape, deploy and support any IT project to help improve your business. ”

With corporate offices across the UK, we have a national reach with a local touch. We will help you shape, deploy and support your IT projects.



### Data Centre Solutions



- Cloud Solutions
- Converged Infrastructure
- Virtualisation
- Storage
- Unified Communications
- Management & Automation

### End User Computing



- Mobile Device Management & Mobile Application Management
- Virtual Desktops
- Applications
- BYOD/CYOD

### Digital Print Solutions



- Managed Print
- Transactional Print
- Print Supplies

### Access & Networking



- LAN & WAN
- Secure Access
- Wireless

### Audio Visual



- Digital Signage
- Interactive Learning
- Video Conferencing
- Projection

### Professional Services



- Consultancy Services
- Service Desk
- Project Management
- Pre-Sales Process
- On-Site Services

## Data Centre Solutions



### Cloud Solutions

Through our relationship with leading cloud partners such as Microsoft, VMware and HP our cloud team will work with you to fully understand your business requirements. We work with you to determine your current state, show and agree how our cloud services add value and benefit to your business.

### Converged Infrastructure

We have used our experience of delivering data centre infrastructure projects over 30 years to develop a flexible approach that helps us progress the steps needed to achieve the converged infrastructure for your business. Our experts will work closely with you to determine the correct approach, processes and technology that combined, will deliver the right solution for maximum efficiency, flexibility and availability.

### Virtualisation

We operate a comprehensive and flexible end-to-end virtualisation practice that incorporates key elements including pre-sales, solution architecture, implementation and delivery support, to successfully migrate our customers from a physical to a virtual infrastructure. Throughout your virtualisation journey, we will work closely with you to identify where virtualisation can add benefit to your business and recommend solutions that complement and enhance your existing IT infrastructure strategy, to deliver maximum efficiency, flexibility and availability.

### Storage

Data and information are critical to every business. Both the volumes of data and the reliance on it are becoming more important. Managing your data and being able to access it is as important as providing the capacity to store it. We work with our customers to analyse their data and storage environments and provide solutions that address the needs of the business through the delivery of consolidated, flexible, scalable, secure and manageable solutions.

## Unified Communications

From network consultation and design through to deployment and 24/7 management and monitoring, our comprehensive Unified Communications solutions will connect your people, information and teams, helping them to collaborate more effectively.

## Management & Automation

We operate a comprehensive and flexible end-to-end, data centre practice that incorporates key elements including pre-sales, solution architecture, implementation and delivery support, to successfully migrate our customers from physical through virtual to fully managed and automated infrastructures.

## Access & Networking



## LAN & WAN

We provide core and edge LAN technologies that cover all server technologies - physical, blade, virtual and newer technology like Software Defined Networking (SDN). In addition to working with leading WAN providers for a complete, core networking infrastructure, we partner with a number of WAN providers for the complete service offering for your network.

## Secure Access

We have a broad and deep understanding of the issues faced in allowing end-users remote secure access to essential data and services. We have a wealth of experience that allows us to advise on the best hardware, applications, security and management tools to provide the experience they require, with the security you demand.

## Wireless

We will review, qualify and understand your project requirements and objectives for your overall mobility strategy, considering consumerisation and BYOD needs. We consider the suitability of the existing network infrastructure and LAN requirements such as switching, POE and data outlets.

## Digital Print Solutions



### Managed Print

Our managed print service operation is an area of expertise where our back office service infrastructure is recognised as a pioneer and thought leader. We take care of more than 300 million prints and copies per annum on behalf of our clients leading the way in managed print services. In any business of any size, the print estate can be difficult to manage as new printers are installed, relocated and old printers removed. Our managed print solutions can help you manage these changes, ensuring they are regularly updated and configured correctly and that there is a sufficient inventory of the devices across your estate.

### What do you get with an XMA Managed Print Solution?

- **Optimisation**
- **Supplies management**
- **Maintenance**
- **Management information**
- **Intelligent billing**
- **Enhanced security with pull printing**

## Audio Visual



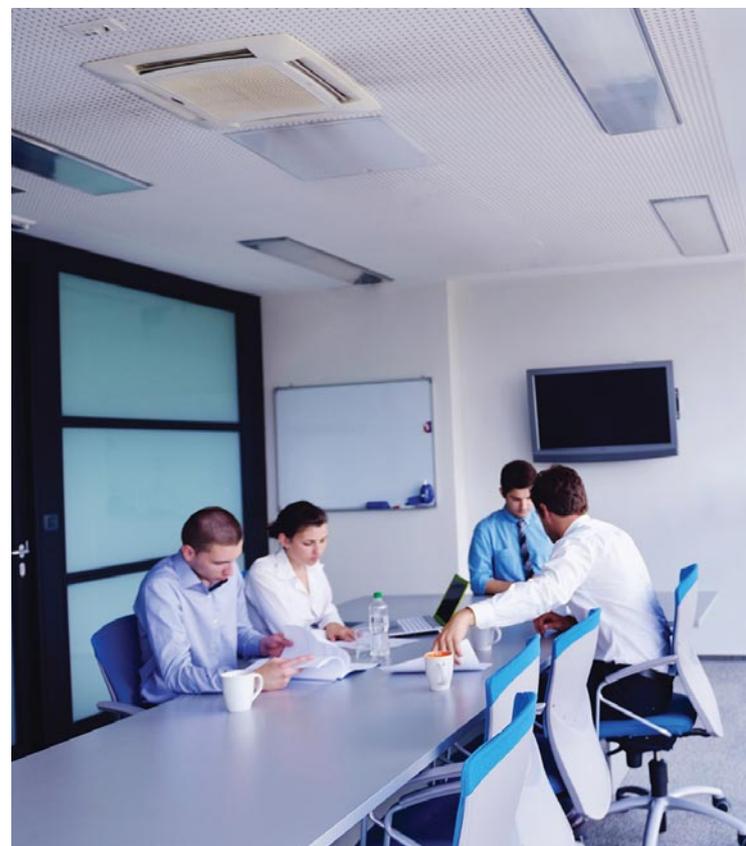
When you need to make an impact, by engaging effectively with customers or to simply provide basic instructions across a building, we have the knowledge, experience and partnerships to ensure your AV solution is designed bespoke to your requirements. We can provide you with a total end-to-end solution to include supply, installation and maintenance of a wide range of interactive IT equipment such as interactive whiteboards, projectors, digital signage and video conferencing equipment.

### Print Supplies

Our print supplies proposition is simple. We blend choice and convenience with the ability to procure efficiently. We have direct relationships with over 100 print supplies manufacturers, and offer next day delivery on most orders by partnering with one of the largest delivery couriers in Europe. Our purpose built distribution centre provides 105,000 sq. feet and £60 million stock, across 7,000+ product lines with three other backup facilities to ensure non-stop distribution in the case of any emergency. This combined with our ability to deliver next working day, ensures you are always up and running.

### Transactional Print

In addition to our Managed Print Services, we are proud to be able to offer a wide range of desktop devices, ranging from A4 to A3 and encompassing single and multifunction. While MPS suits many businesses, it's not for everyone – and that's why we will continue to supply personal and workgroup machines. Whether it's a colour inkjet multifunction machine, a networked colour A3 printer or even a mobile device, we can meet your requirements.



## Professional Services



### Consultancy Services

Controlling costs and ensuring that technology continues to support the business outcomes of the enterprise are crucial activities in delivering the most efficient and effective outcomes. We offer a comprehensive audit assessment that helps to take the stress out of managing your technology infrastructure and service platforms, identifying potential weaknesses in your IT strategy. Our audit service addresses four key areas for your business:

- **Security**
- **Business efficiency and controls**
- **Standardisation**
- **Asset replacement policy**

### Service Desk

We have a wealth of experience in the provision and delivery of support services across our market sectors. With a proven track record in the delivery and implementation of IT solutions to businesses, we're well versed in transitioning these solutions into a complimentary support service. The ever changing landscape of IT and the introduction of new equipment, software and solutions present many challenges for support personnel and users. To this effect, XMA can offer an extensive range of services to either compliment or substitute a client's existing capabilities.

#### Our service desk offers:

- **User and system administration services**
- **Escalated support**
- **Pro-active monitoring**
- **Remote management of infrastructure and services**
- **Predictive failure monitoring**
- **Remote control**
- **Release and patch management**
- **Asset management**
- **Hardware maintenance requests**
- **Third party management**
- **Full managed service**

### Project Management

We employ skilled PRINCE2 accredited Project Managers who are engaged at the earliest stages of a project, including the pre-sales process to support the transition from contract award to implementation. Projects are delivered in accordance with PRINCE2 methodology. As an ISO9001 certified supplier, quality remains key to our service delivery and accredited Project Managers along with multiple project implementation experience ensures delivery to a high standard. Dedicated Project Managers are responsible for continuous update of the Plan and its circulation to all relevant personnel (customer and XMA). At the Project Initiation Stage, we will agree with a meeting timetable, project minute reporting with actions including format and mode of circulation as well as how often the plan is to be updated and issued.

### Pre-Sales Process

Our Pre-Sales practice delivers solution-based engagements to ensure your business objectives are met within the required boundaries; we implement solutions that address our customer needs, rather than technology for the sake of technology. The team can provide a complete solution designed specifically for your individual requirements. Tailored to meet the needs of the business now and into the future. The Presales team provide a complete opportunity lifecycle management from initial concept exploration, through a design and generation of final proposal, on to handover to service delivery. Our vendor-agnostic approach allows us to offer impartial and expert advice on technologies and solutions that best suit your needs.

### On-Site Services

We are able to offer a range of on-site personnel to address specific requirements, including:

- **Dedicated site based support personnel**
- **On-site support personnel**
- **Delivery and implementation engineering**
- **Maintenance engineers (breakfix)**
- **School technician services**
- **Audio-visual engineering**
- **Project management**

Each of these services require specific skill sets, experience and qualifications. Our engineers are highly experienced and qualified against many technology and manufacturer sets. This is further enhanced with other pre-requisites enforced by XMA.

## End User Computing



### Mobile Device Management & Mobile Application Management

We understand that in today's mobile world people are used to anytime, anywhere access to computing resources and data in their private lives. This expectation is now common in relation to your resources and your data and we have a wealth of experience that allows us to advise on the best hardware, applications, security and management tools to provide the experience they require, with the security you demand.

### Virtual Desktops

Our dedicated team of End User Computing Virtualisation specialists qualified in industry leading technologies such as Citrix, VMware, Microsoft, Atlantis and Nutanix, will provide expert consultation and information gathering to fully understand your business issues and pain points relating to your current desktop infrastructure in order to identify the best solution moving forward.

### Applications

XMA have a team of dedicated Citrix and Microsoft specialists who provide expert consultation to advise on delivering the applications and services that your end users require. Using consultation workshops and analysis tools we will provide a comprehensive report of your existing end user and application delivery environment to allow the correct solution to be sized correctly first time.

### BYOD/CYOD

The current consumerisation of IT is forcing employers to consider the introduction of Bring Your Own Device (BYOD) and Choose Your Own Device (CYOD) strategies which allows staff to choose the personal computing devices they use in the workplace and connectivity on the corporate network remotely. We have created a CYOD programme, allChoice, to help you empower your employees to choose the device they use for work. **Read more on page 10.**

## Our partners



# XMA allChoice

## Our employee choice programme Thinking about choose your own device (CYOD)?

Empower your employees to choose the device they use for work with allChoice from XMA.

The consumerisation of IT is creating a more technically savvy workforce. Employees are demanding that their IT experience at work meets or exceeds that which they are used to in the home.

By allowing your workforce to choose the device and platform that they use for work and offering secure, remote access to corporate services and data, you will facilitate greater opportunities for increased productivity and more creative output.

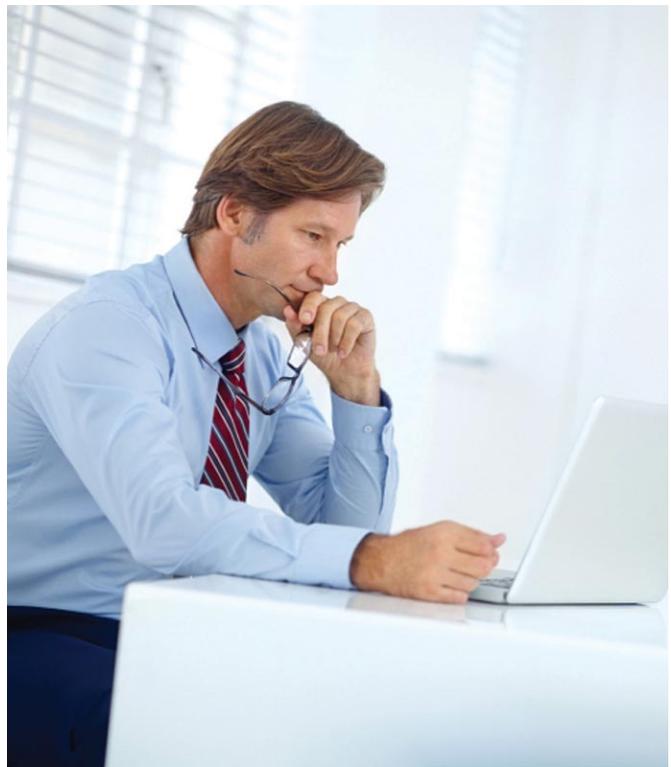
Our allChoice team have over 10 years' experience of providing CYOD schemes and the technical know-how to deliver suitable infrastructure to maintain the security and integrity of your corporate data. We work with you every step of the way from strategy and planning, infrastructure and support through to deployment and ongoing support.

### Benefits for your organisation

- Select the devices you want to offer from a large variety of manufacturers
- Introduces employees to new technologies and IT skills, improving creativity and productivity
- Improve retention and workplace satisfaction
- Additional support and solutions to ensure your security and infrastructure is adequate

### Benefits for your employees

- Ability to choose a device they want to use
- Opportunity to develop IT skills through using the latest technology
- Increase productivity with less time wasted on old devices
- Option to upgrade device and pay the difference with huge savings via salary contribution



Register your interest - [www.allChoice.info](http://www.allChoice.info)

## XMA allBenefit

### Our employee benefit programme

Improve employee retention, loyalty and motivation at no cost to your organisation with our allBenefit programme.



Our fully managed and cost neutral programme ensures all your employees can benefit from the latest technology with huge savings compared to the high street.

The XMA allBenefit team have over 10 years' experience delivering salary contribution benefits to employees at some of the largest organisations in the UK.

We manage the procurement, documentation, marketing, logistics and support for you; so your employees receive a fantastic technology benefit at no cost to your organisation.

#### Benefits for your organisation

- No cost to your business
- Introduce employees to new technologies and IT skills, improving creativity and collaboration
- Incentivise employees, improve retention and workplace satisfaction
- Access to a secure management portal with full reporting tools

#### Benefits for your employees

- No credit checks
- Simple monthly payments direct from their salary
- Easy to use portal for ordering
- Bundle packages with up to 45%\* off high street prices

With no credit checks or upfront payments and exclusive packages not available on the high street, reward your employees with XMA's allBenefit programme.

Register your interest - [www.allBenefit.info](http://www.allBenefit.info)

\*Dependant on allBenefit programme, package selected and employee tax rate.

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