

We are XMA
Central Government.



Call 0115 846 4477 Email info@xma.co.uk

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We are XMA.

We are XMA in Central Government.

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 provide government centred IT services that deliver solutions in line with national political initiatives and budgets. From mobile devices to fully managed print services, we provide secure, tailored solutions that offer budget savings to Central Government.

Champions of digital change, we aim to increase efficiency and social mobility through the provision of sustainable, value enhancing services that produce tangible cost savings through framework based IT procurement. We strive to support the Small Medium Enterprise community by partnering with specialist organisations throughout our supply chain, ensuring the sustainability of local and national economies.



Our solutions

We are partner to the biggest names in information technology. From Apple, HP and Microsoft to AirWatch, Aerohive and NetApp, we provide tailored solutions that meet your needs.

Whether you need a product on its own or if you would like an end-to-end managed solution, we strive to bring our customers the right technology and service for their organisation.



<h3>Data Centre Solutions</h3> <ul style="list-style-type: none"> Virtualisation & Cloud Storage & Data Unified Communications Management & Automation 	<h3>End User Computing</h3> <ul style="list-style-type: none"> Client Computing VDI Applications MDM & MAM
<h3>Digital Print Solutions</h3> <ul style="list-style-type: none"> Managed Print Secure/Pull Printing Collaboration 	<h3>Access & Networking</h3> <ul style="list-style-type: none"> LAN & WAN Wireless Secure Access Acceleration
<h3>Audio Visual</h3> <ul style="list-style-type: none"> Digital Signage Interactive Learning Video Conferencing Projection 	<h3>Professional Services</h3> <ul style="list-style-type: none"> Consultancy Service Desk On-site Services Project Management

From our helpful pre-sales team and project managers to our efficient on-site engineers, all our XMA staff are trained to vendor and professional standards. You can rest assured your IT investment is in safe hands.

Our Public Sector Frameworks

We are a complaint route to purchase with presence on local and national frameworks for hardware, supplies and services. This means we really can offer you the best possible prices on IT, allowing you to spend your budget on the things that really matter to your organisation.

Case study The Home Office

Reducing cost but not quality.



RM1692

Supporting the provision of IT hardware and solutions to deliver tangible benefits and savings to departments and organisations across the wider public sector.

RM1599

Available to help public sector organisations receive cost savings and best value for money through the provision of multi-functional printers, copiers and print solutions.

RM917 (GOSC)

Aims to transform and standardise the way in which government purchases common goods and services, providing a centralised procurement route, offering a single agreed price and methods to improve ordering efficiency of print related supplies.

GCloud-4

G-Cloud is a list of services through which suppliers provide public sector buyers with cloud-based services such as web hosting, site analytics or document collaboration tools. Prospective buyers can use Cloudstore to search for services that best match their needs.

Pro 5 (contract 413)

Supplying a wide range of computer consumables including toner, ink, remanufactured print cartridges and memory sticks.

The Scottish Government National Framework Agreement for Tablet Devices

Awarded to XMA in 2013, this framework enables public sector organisations in Scotland to purchase from a range of mobile devices and related services.



Challenge

In recent years, the Home Office has been tasked with making savings of up to 25% on their annual budget.

Solution

Through the GOSC contract, XMA provided remanufactured printer cartridges as opposed to the Home Office's traditional OEM printer solution with the aim of making significant cost savings.

Result

Within a year, the change to remanufactured printer cartridges saved the Home Office more than £650,000 reducing their costs from nearly £1.5 million to just over £800,000.

A simple working relationship

"It works very simply. We have a catalogue on our system and all of our business areas have access to the procurement items available to them. It's a little like shopping on the internet. They just go onto the system, find an item, insert the quantity and go through to the check-out. Once that is done, their orders go straight to XMA and they have a set delivery day." (Darren Gregg, The Home Office)

A single point of contact

"We have created a good rapport with XMA. We communicate very well through regular reviews and meetings. All my discussions with XMA are done through my account manager which means there is a single point of contact and I know I can trust the company to help me with what I need." (Darren Gregg, The Home Office)



XMA allChoice

Our employee choice programme

Empower employees to choose their own device for work with allChoice from XMA

The consumerisation of IT has created a technically savvy workforce. Employees are now demanding that their 'at work' IT experience matches that of their 'at home' experience.

Our allChoice team have over 10 years experience providing CYOD schemes that are both suitable and secure with regards to protecting the integrity of your Central Government data.

From strategy, planning and infrastructure to deployment and ongoing support, our team will work with you every step of the way.

Benefits for your organisation

- Stay in control by selecting the devices you would like to offer from a variety of manufacturers
- Introduce employees to new technologies and IT skills, improving creativity and productivity
- Improve employee retention and workplace satisfaction
- Get additional support and solutions to ensure your security and infrastructure is adequate

Benefits for your employees

- Employees will be motivated by the ability to choose the device they want to use
- Opportunity to develop employee IT skills
- Increased productivity with less time wasted on old devices
- Option to upgrade device and pay the difference with huge savings via salary contribution



XMA allBenefit

Our employee benefit programme

Provide employees with access to the latest technology at competitive prices for use at home.

Fully managed with no credit checks or up front payments and exclusive packages not available on the high street, your organisation will benefit from a happier and more satisfied workforce.

Benefits for your organisation

- Employees are incentivised at no cost to your business
- Improved retention rates and increased workplace satisfaction
- Access provided to a secure management portal with full reporting tools
- Employees are introduced to new technologies and IT skills, improving creativity and collaboration

Benefits for your employees

- Bundle packaged with massive savings compared with high street prices
- No credit checks
- Simple monthly payments direct from their salary
- Easy to use portal for ordering
- Increased motivation

