We are XMA in
Local Government.
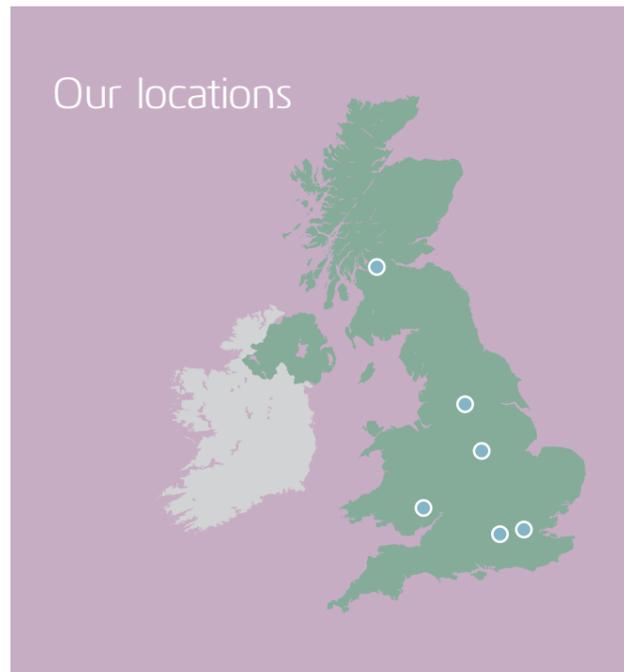
We are XMA in
Local Government.

XMA

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We are XMA in Local 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 specialise in the provision of council centred IT products and services via government approved frameworks. Through our strong relationship with Crown Commercial Services, we supply hardware, supplies and managed print services as well as cloud technology.

We aim to tangibly reduce your total cost of ownership, increase efficiency and provide sustainable, valuable services that allow you to best support your local community.

Our locations

Document & Print

Professional Services

Data Centre

Audio Visual

Access

End User Computing

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 services for their organisation.

Data Centre Solutions
- Virtualisation & Cloud
- Storage & Data
- Unified Communications
- Management & Automation

End User Computing
- Client Computing
- VDI
- Applications
- MDM & MAM

Digital Print Solutions
- Managed Print
- Secure/Pull Printing
- Collaboration

Access & Networking
- LAN & WAN
- Wireless
- Secure Access
- Acceleration

Audio Visual
- Digital Signage
- Interactive Learning
- Video Conferencing
- Projection

Professional Services
- Consultancy
- Service Desk
- On-site Services
- Project Management

From our helpful pre-sales team and project managers to our efficient on-site engineers, all of our team 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 compliant procurement route 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 community.

RM1692

Supports 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)

The GOSC contract 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.

G-Cloud 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)

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

Value Wales

Seeks to improve the practice of public procurement and helps public sector organisations secure better outcomes from the annual £4.3 billion procurement expenditure.

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.

Yorkshire Purchasing Organisation

100% publicly owned, the YPO supplies public sector organisations with products and contracts. The YPO strives to ensure that profits are returned to customers and that they deliver better value for money.

Eastern Shires Purchasing Organisation

ESPO is one of the UK's largest Public Sector professional buying organisations. Operating on a not-for-profit basis it is committed to delivering best value to its customers, suppliers and local communities.
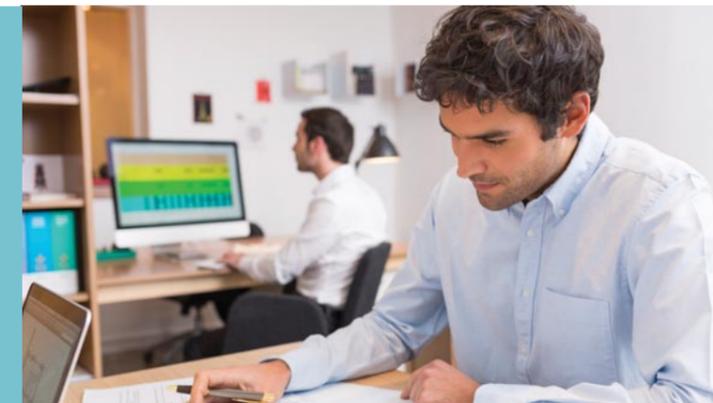
North Eastern Procurement Organisation

NEPO procures high value contracts on behalf of north east local authorities in order to secure significant savings for the public sector, whilst developing and supporting a supply base that is better able to compete for public sector contracts.

Essex OnLine Partnership

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.

Offering you the best possible prices on IT, allowing you to spend your budget on the things that really matter to you.

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 Local 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 packages with massive savings compared to the high street
• No credit checks
• Simple monthly payments direct from their salary
• Easy to use portal for ordering
• Increased motivation

Case study
London Borough of Newham

Newham entered into a 10 year agreement with XMA in 2004 after HP won a contract to supply server, desktop and portable devices through a tendered, leasing scheme.

Gary Sussex of Newham Council shares his thoughts

Adding value

"The real benefit of XMA is the value-add they can bring. They deliver the server equipment for us, unpack it, make sure the hardware configuration is correct and put it in the racks for us."

"If there are any issues during the installation process there are XMA engineers on site and they can diagnose and rectify the problem straight away."

Single point of contact

"With XMA, we get a single point of contact. Queries are responded to fast and efficiently."

Solution management and maintenance

As part of the contract, Newham Council refresh all end user devices every four years.

"XMA deliver just the amount we want, when we want them, this takes away the need for expensive storage facilities and allows us to provide a just-in-time refresh service to our customers."

"XMA also manage lease returns. When a lease runs out they will remove the old batch of hardware that we have refreshed and arrange everything with HP with regards to the return of hardware and lease finance."

Customer care

"With XMA, you have the customer care ethos of a smaller company.

For example, there have been instances when pre-sales technical staff from XMA have given us suggestions for solutions that are significantly cheaper."

Problem solvers

"When we originally set up the agreement with HP we wanted Cisco switches in our data centre but HP couldn't deliver at that point. Instead, XMA supplied the switches but partnered with HP so they were delivered as part of our overall lease. It meant we could pay for everything together but we could only have the solution we wanted because of the service from XMA."