

TAMCO®

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Trusted Partners for a Better Tomorrow

an authorized TAMCO partner

WHAT IS SECURITY AS A SERVICE

THERE ARE 2 KEY ELEMENTS THAT MAKE UP WHAT SECURITY AS A SERVICE IS:

01. Access To & Use Of

Security as a Service means to have access to or use of some security product, service, or solution. There is no ownership of the technology and no ownership responsibilities.

02. Monthly Payment

Security as a Service should have no significant, upfront expense. It is intended to be a service provided for a predictable, manageable, monthly payment.

THE "WHY" BEHIND SECURITY AS A SERVICE

4 important factors to help understand how as-a-service became popular and why it makes the most sense in today's environment

1. ECONOMICS OF OWNERSHIP

- Security solutions are non revenue generating assets because they rapidly depreciate the day after they are installed.
- Paying cash with after-tax dollars on non revenue generating assets defies basic economics.
- Importance vs. Economics: Security solutions are essential use, but there's a big difference between the two.



Why do security solutions rapidly depreciate the day after install?

In every bill of materials you have a high level of non-recoverable costs (i.e. -Manufacturer margin, distributor margin, integrator margin, licensing, installation and sometimes comprehensive with extensive labor, programming, software, design, warranty, training etc.). This can make up 30-50% of a solution. These costs are non-recoverable because after install none of it can be returned.

2. RAPID ADVANCEMENT OF TECHNOLOGY

- Security technology continues to change rapidly, for the better, with no sign of it slowing down. Just look at these major manufacturer's R&D budgets



- Customers are recognizing the challenges to staying at the forefront of technology and having to request higher CAPEX budgets. This is why they are embracing and giving more value to use/access versus ownership.

3. INSURING ESSENTIAL USE TECHNOLOGY

- Security technology protects our essential use assets; companies, employees, schools, children, intellectual property, confidential information, etc.
- How can you NOT insure this type of technology with a complete service & maintenance plan beyond the warranty period? You can't! It's too much of a risk. Our assets are more essential than the technology.

4. COVID-19

- Economic downturn has placed pressure on budgets.
- In a recent survey of national retail chains, 89% stated their 2020 and 2021 budgets have been greatly impacted.
- Continued economic uncertainty places pressure to preserve cash flow.



Service Shield

Security as a Service

M3T Corporation is an authorized
TAMCO Shield provider

Service Shield, Security as a Service payment program offered by M3T Corporation in partnership with TAMCO addresses 3 key components that customer's desire from today's as-a-service offerings:

1. Creates Favorable Economics
2. Ability to Embrace Changing Technology
3. Operate With Peace of Mind

Let's unpack these components further...

1. Create Favorable Economics

M3T Corporation's expertise and understanding of the components that make up a total security solution provides an avenue where we can package and offer you relevant and real Security as a Service. With Shield you have a way to absorb the myriad of non-recoverable costs associated with acquiring new technology while maintaining the ability to keep your working capital, working!

With Shield, you are packaging everything into one all-inclusive monthly subscription payment for 36 or 60-months. This includes the hardware equipment and support services to ensure your solution is serving you optimally.

Lastly, Shield helps you address budget pressures that have come to the forefront with COVID-19 and continued economic uncertainty.

2. Embrace Technology Change

When considering the amount of money manufacturers are pouring into R&D how are you as the consumer supposed to manage the rapid advancement of technology and risk of obsolescence? A component of Shield is the Solution Replacement Guarantee. This allows you the customer to migrate into new technology at any time during the subscription service term, without financial penalty.

3. Operate With Peace of Mind

With essential use equipment like security, customers need ongoing service and support. With Service Shield, you can include M3T's service agreements as part of the monthly subscription. These services are inclusive of most all failure situations that remove any additional service expense throughout the subscription term. The one area that is most challenging to cover under any Service Level Agreement is Act of God coverage. Shield addresses this and protects customers from unforeseen expenses should an Act of God situation occur.

[MORE ON SHIELD](#)



Questions to Ask Any As-A-Service Provider

Not all as-a-service offerings are created equal. When considering a Security as a Service solution for your technology it's important to do your research and be aware of what you are receiving. Below are suggested questions to inquire about with your solution provider when considering an as-a-service solution.

► What Is & What Is Not Included?

Ask about the different elements that are included in the solution. Will hardware and software be included or will you pay for the hardware separately? Will items like licensing, install, warranty, maintenance, etc. be a part of the as-a-service monthly payment price? A true as-a-service should be one low monthly price with everything bundled in. There should be no need for large upfront à la carte costs.

► What Are You Responsible For?

Make sure you are fully aware of your responsibilities and what the solution provider will manage for you. What's the protocol if something malfunctions in one, two, three years time? Who is responsible for keeping the equipment in good repair? A true as-a-service solution will include things like support services for the entire term and the ability to scale if your needs change or the technology becomes obsolete, without major financial implications.

► What Are The Financial Implications & Ownership Outcomes?

A true as-a-service will be an operating expense opposed to a capital expense, make sure you ask which one your as-a-service offering is. If your as-a-service solution results in you owning the technology you do not have an as-a-service, but a traditional lease in disguise. If as-a-service subscription model is what you are after make sure you inquire about this detail.