

TAMCO Shield®

# Audiovisual-as-a-Service

THE SMART WAY TO PAY FOR YOUR AV TECHNOLOGY SOLUTIONS

## What is AVaaS?

Shield or AV-as-a-Service (AVaaS) is an exclusive way to pay for your audiovisual solution that bundles your equipment and support services into one low monthly subscription payment. AVaaS provides your organization with more freedom, control, and flexibility than any other payment option available; including cash purchases and traditional leasing. With AVaaS, you remain at the forefront of technology so you can stay competitive, preserve precious capital, and never worry about obsolete technology holding you back.

## Benefits of Shield - AVaaS

### 01. Solution Replacement Guarantee (SRG):

Exclusive to Shield, the SRG protects your technology from becoming inefficient or obsolete. Shield guarantees if your current solution no longer meets your needs or becomes obsolete for any reason, you can install a new system at any time during your term without financial penalty, hidden costs, or rollover balances. Your existing agreement will be completely forgiven.

### 02. Act of God Coverage:

Life happens; fire, lightning, tornadoes, etc. In the event of a natural disaster, Shield protects you by covering your out of pocket insurance deductible on the damaged equipment.

### 03. Bundled Maintenance & Support:

Protection without financial burdens. Lock the cost of your vendor's support agreement at today's labor rates for the duration of your term. Shield makes adding multiyear support seamless by bundling it into your monthly payment.

### 04. The AV-as-a-Service Difference:

AV-as-a-service is a payment program for organizations that do not want to, nor need to, own their technology solutions, but rather want the benefit in having the use of or access to the technology. AVaaS protects organizations from having to spend large amounts of after-tax dollars on technology, a depreciating asset. Preserve cash flow and use your precious capital for revenue generating business activities. Additionally, when considering the time value of money, AVaaS is often the lowest cost method of procurement.

## Is AVaaS The Right Choice for You?

Shield gives you peace of mind to grow and evolve your AV solutions as your needs grow and evolve. This flexibility is ideal to remaining competitive. Owning technology prevents you from being agile in the market because it lacks that flexibility and can bottleneck your growth. The way we buy technology has changed. If you are less concerned with ownership and need to focus on outcomes, access, and usage of the technology, Shield, AV-as-a-Service, may be for you.