IT professionals can’t afford network downtime. But it’s hard to keep everything running smoothly in their hybrid IT environments. And for Finance, the budget is always tight.

UPS as a Service provides a simple way to manage back-up power needs, especially at the edge for network connectivity, compute, or storage, with predictable lower costs and relief for IT staff.

Our UPS as a Service offer creates more cash flow for partners by extending their services capabilities and providing predictable recurring revenue with flexible customer financing.

What’s Included in UPS as a Service?

UPS as a Service is a bundle of:

- APC Smart-UPS™
- Network Management Card
- Services EcoStruxure® IT, Monitoring & Dispatch
- Tech Data Capital Financing Benefits

The solution is based on a flexible, modular approach that considers how much control the customer needs.
Why They’ll Love UPS as a Service

Value for customers

- Allows them to manage their power infrastructure with one simple monthly bill
- Improves working capital with a predictable budget (operating expense1)
- Expands flexibility with capital budget towards other expenditures
- Allows them to gain visibility into location, health, and status of UPS
- Avoids the hassle of battery replacement and future unplanned costs

Value for resellers

- Provides a recurring revenue stream or an up-front payment for the whole contract cycle
- Creates no impact on open credit lines with Tech Data Capital
- Reserves cash to grow other areas of the business while financing UPS purchases
- Generates more customer touch points across the UPS lifecycle
- Makes it easier for their customers to deploy technology projects

Terms and entitlement options

- UPS as a Service is a cloud-based service that’s easy to connect to with our gateway; Tech Data Capital provides support to help implement the solution, with flexible contract length options (3 and 5 years) and terms
- Services responsibilities and hardware ownership can vary based on reseller business models, customers’ needs, available resources, and desired profit margins
- Partners can choose the level of support and Monitoring & Dispatch services that are right for them

How It Works

The reseller leverages distribution’s aaaS platform to sell UPS as a Service

The customer gets a simple monthly bill

Both avoid costly up-front investments

How Partners Can Build in Margin2

Here’s an example for a customer who needs 5 APC Smart-UPS:

<table>
<thead>
<tr>
<th></th>
<th>Up-Front Bundled Cost (ERP)</th>
<th>Reseller Partner Margin2</th>
<th>Customer Cost per Month per Unit</th>
</tr>
</thead>
<tbody>
<tr>
<td>3-Year Payment Plan</td>
<td>$5,437.90</td>
<td>$906.32</td>
<td>$31.56</td>
</tr>
<tr>
<td></td>
<td>APC Smart-UPS 750VA LCD 120V (SMT750C)</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>UPS Network Management Card 3 (AP9640)</td>
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<tr>
<td></td>
<td>Service Plan, Monitoring &amp; Dispatch (W3YONSITENBD-SP-02)</td>
<td></td>
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<tr>
<td>5-Year Payment Plan</td>
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<tr>
<td></td>
<td>APC Smart-UPS 750VA LCD 120V (SMT750C)</td>
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<td></td>
<td>Service Plan, Monitoring &amp; Dispatch (WMDSYOSNBD-SP-02)</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

- No carrying costs for improved cash flow and margin
- Stack with eligible 5% instant rebates, 10% ORP, or 15% Edge IT discounts

1Customers must consult with their organizations’ individual accounting principles. 2For demonstration purposes only. Example provides a mark-up of 20% to the partner. Actual deals will vary in margin (at the partner’s discretion) and credit profile of the end user. Reach out to Tech Data Capital for more information about pricing: financingteam@techdata.com.

For more information, contact:

Angela Perry | Angela.Perry@techdata.com | 1-800-237-8931 x5540485