



# Now... UPS as a Service!

Reserve cash to grow your business.

Managing dispersed UPS systems can be challenging for you and your customers. With Monitoring & Dispatch Services, you can effortlessly provide a new or complementary managed service to your customers, without the hassle.

Bundle select APC Smart-UPS, a three- or five-year Monitoring & Dispatch Service plan, and a network management card, and be among the first to offer dispatch as well as monitoring services.

## The Power of APC + Tech Data






APC and Tech Data allow you to combine hardware and services into a single solution for your customers.

You get cash flow relief with up-front, in-full payments. Your customer gets a simple monthly bill.



80% of companies see demand from their customers for technology services.\*

## Monitoring & Dispatch Services

Features	Benefits
 Cloud-based, remote monitoring managed by APC via EcoStruxure™ Asset Advisor (included)	Minimize business interruptions with 24/7 monitoring and event notification help
 24/7 technical support	Access remote troubleshooting via technical expert engineers
 Remedial replacement of parts and batteries	Reduce time to repair with proactive shipment of replacement parts
 Monthly risk mitigation reporting	Proactively manage customers' risk with reporting on device age, incidents, and proactive maintenance recommendations
 Next business day, on-site service	Replacement of necessary parts or units by Field Service Representative at customer site regardless of UPS age or location

\*Source: APC IT Distributor.

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### Why you'll like UPS as a Service...

Get paid up front to reduce liability

Improved cash flow + up-front margin

Simple, predictable UPS refresh cycles

### Why customers will like UPS as a Service...

Payment plan rather than up-front equipment costs

Predictable budget and cash flow

Keeps UPS systems updated

## How it works:

- » Purchase Smart-UPS plus Monitoring & Dispatch Service with a finance agreement.\*
- » Deploy the technology to customer environments or co-location facilities.
- » Receive up-front, in-full payment from Tech Data.
- » Your customer gets a simple monthly bill.

## Why add a distributed IT management service?



### Gain Visibility

Stay in control with centralized visibility, while we monitor your customers' dispersed UPS systems.



### Avoid Costly Dispatches

Avoid the operational cost to reach your customers' dispersed IT installations with our vehicles.



### Increase Revenue

Extend your reach beyond point products, without the worry and effort.

## Sample solutions—contact your rep for other options

SKU	Smart-UPS	3-year Monitoring & Dispatch Service	5-year Monitoring & Dispatch Service	Network Management Card <sup>1</sup>
SMT750C	APC Smart-UPS 750VA LCD 120V with SmartConnect	W3YONSITENBD-SP-02	WMD5YOSNBD-SP-02	AP9640 – UPS NMC 3
SMT1500RM2UC	APC Smart-UPS 1500VA LCD RM 2U 120V with SmartConnect	W3YONSITENBD-SP-03	WMD5YOSNBD-SP-03	<b>OR</b> AP9641 – UPS NMC 3 with Environmental Monitoring
SRT5KRMXLT	APC Smart-UPS SRT5000VA RM 208V	W3YONSITENBD-SP-05	WMD5YOSNBD-SP-05	

Order minimums and account exclusions may apply. Contact your APC rep for more information.

<sup>1</sup>Network Management Card required for activation of Monitoring & Dispatch Service.

\*Financing provided by Tech Data Capital. Credit approval required. Financial terms and conditions apply.

Reach out to Tech Data Capital for more information: [financingteam@techdata.com](mailto:financingteam@techdata.com).

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