



All the Benefits, None of the Hassle

Everything as-a-Service (XaaS) is catching on, offering a new world of flexibility and possibilities

The way companies purchase information technology (IT) products and services has shifted dramatically over the past decade. The cloud has given rise to the “as-a-service” model – software-as-a-service (SaaS), device-as-a-service (DaaS), infrastructure-as-a-service (IaaS), and many others – turning today’s tech landscape into an “as-a-service world,” according to international technology association CompTIA. “Customers want the flexibility the model allows, fast and reliable service, predictability, and skill to back it all up,” the organisation reports¹.

Savvy IT resellers are taking the model one step further, combining the many as-a-service opportunities. This includes offerings like authentication-as-a-service, analytics-as-a-service, artificial-intelligence-as-a-service, and more¹. Such investments and the support and training they require would be untenable for many companies using outdated purchase/upgrade procurement models. But with XaaS – also called “flexible consumption” – companies can unlock a new world of opportunity. Deloitte’s “2018 Flexible Consumption Models Study” found 40% of respondents cited “access to newest technology” as a key goal when choosing XaaS². Other advantages follow.

Sharper competitive edge

The Deloitte report said 39% of companies believe XaaS adoption helps them compete more effectively, while another 32% believe it will help them beat their competitors. Seven in 10 companies report it is “very” or “critically” important to their business success².

XaaS frees IT departments from the stigma of being a cost-centre and becomes a better operating model to drive business³.



Percentage of respondents who cite “access to newest technology” as a key goal when choosing XaaS².

Enhanced resource management

A 2018 report on CIO.com says XaaS frees IT departments from the stigma of being a cost-centre and becomes a better operating model to drive business³. With XaaS, IT budget and personnel can be redeployed to business revenue and profit centres.

The Deloitte report found, among companies using XaaS for more than three years, “accelerated innovation” has overtaken “reduced costs” as a goal for their XaaS initiatives². Because companies have access to the latest technologies – plus the IT support to keep them running smoothly – they can focus on boosting employee productivity, automating and managing tasks, and devoting resources to enhanced innovation.



Better service and security

By allowing companies to create one seamless service level agreement with a reseller, they further ensure their technology operates with minimal disruption or downtime. Software, hardware, peripherals, and others work together, and one company manages IT support and security – freeing your in-house IT staff to focus on other key initiatives.

XaaS: WHAT YOU NEED, WHEN YOU NEED IT

XaaS gives you the flexibility you need to scale, whether your company has seasonal fluctuations or just needs to manage growth more cost-effectively. Organisations can customise the tools and platforms they need into one holistic tech ecosystem. Working with one trusted partner, your business may:

- ▶ Attract exceptional talent who expect cutting-edge technology in their workplace
- ▶ Ensure the latest security tools and methods are deployed and one company is overseeing everything
- ▶ Deploy budget and human resources to focus on growth and revenue-enhancing areas

XaaS democratises access to technology and puts the latest tools in your employees' hands for a predictable per-user cost. From cash flow management to improved productivity and innovation, XaaS is the technology investment model forward-thinking companies choose as they modernise and prepare their data centres for the future.



Percentage of companies that think XaaS adoption is “very” or “critically” important to their business success².



WHY DaaS?

One step you can take now is to consider Device as a Service (DaaS). DaaS by Xeretec offers a simple and cost-effective method of implementing new technology and delivering a modern user experience.

DaaS offloads many of the onerous tasks associated with outdated procurement procedures and allows companies to more easily access the latest technology for a predictable, per-device cost. By streamlining the upgrade process, organisations can provide employees with the tech they want while enjoying several other important benefits.

DaaS can also help your business in other ways, including:

- ▶ Offering flexibility to find the right products to empower your workforce/workplace, and to scale to accommodate continued change
- ▶ Ensuring operating systems are current and have the latest security options
- ▶ Providing technology with consumer-led aesthetics and enterprise-grade build quality and security
- ▶ Allowing the IT team to focus on more immediate and mission-related business needs

HOW XERETEC CAN HELP

The Xeretec Group is the UK's leading independent integrator of digital print hardware, software, solutions, and services. Xeretec is now bringing its expertise and experience in service delivery and bespoke solutions to DaaS⁴. For more information, visit our [DaaS portal](#).

LEARN MORE

Sources:

1. “Industry Outlook 2018,” CompTIA. January 2018. <https://www.comptia.org/resources/it-industry-trends-analysis>
2. Gillian Crossnan et al, “Accelerating agility with everything-as-a-service,” Deloitte. September 17, 2018. <https://www2.deloitte.com/insights/us/en/industry/telecommunications/everything-as-a-service-xaas-flexible-consumption-models.html>
3. Clint Boulton, “What is XaaS? A way to inject agility into your digital business,” CIO.com, September 25, 2018. <https://www.cio.com/article/3308418/it-strategy/what-is-xaas-a-way-to-inject-agility-into-your-digital-business.html>
4. DaaS by Xeretec is fulfilled through Landscape Printing Systems – a Xeretec company.



Xeretec recommends Windows 10 Pro.