

TAMCO Shield® Security as a Service

THE SMART WAY TO PAY FOR YOUR SECURITY SOLUTIONS

What is Shield?

Shield is a way to pay for security solutions *as a service*. It is an agreement that bundles your equipment and support services into a low monthly subscription payment. Shield provides your organization with more freedom, control, and flexibility than any other payment option available, including cash purchases and traditional leasing. With Shield, you remain at the forefront of technology so you can be safe, competitive, and never have to worry about obsolete technology holding you back.

Benefits of Shield

01. Solution Replacement Guarantee (SRG):

Protect your technology from becoming inefficient or obsolete. Shield guarantees if your current solution no longer meets your needs 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's monthly payment makes bundling in support for your term seamless without finance charges.

04. Financial Benefits:

Shield is an *as-a-service* payment program for organizations that do not want to own their technology solutions. Shield allows you to preserve cash flow so you can use your capital for revenue generating business activities. And, when considering the time value of money, Shield is often the lowest cost method of procurement.

05. Flexible End of Term Options:

Shield offers multiple end of term options. Renew the agreement with the SRG intact, return the equipment, or select a new system. Choose what you need, when you need it. Unlike other payment options, Shield gives you the flexibility to choose at the end of term.

Is Shield The Right Choice for You?

Shield gives you peace of mind to grow and evolve your security solutions as your needs grow and evolve. This flexibility is ideal to remaining safe and 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, *Security as a Service*, may be for you.

Talk to your solution provider about Shield as the way to pay for your technology.