



Financing Options Boost Collaboration Technology ROI in the Hybrid Workplace



An AVI-SPL Guide

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Whatever your business goals were for the past year, the world had other plans. Many organizations shifted to offer flexible work options and adapt to new workforce challenges. The pandemic has stretched technology budgets and changed the way the world conducts work. Business continuity seemed uncertain at best. It's a good time to evaluate your long-term collaboration technology plan.

Businesses that invested in work-from-home solutions during the pandemic were able to keep work moving. Now, they see the value in building hybrid workplaces that offer collaboration flexibility—allowing both office and remote work—as well as the ability to easily transition between the two. A long-term digital workplace strategy will help businesses pivot as circumstances evolve, ensuring long-term business continuity. But that requires more technology investments.

Exhausted budgets and economic uncertainty make it difficult or risky for many companies to make large capital expenditures to buy collaboration hardware and software. Without knowing the long-term outlook for an office environment, you need technology investments that will support a hybrid workplace for the foreseeable future. Solutions should be flexible enough to accommodate future changes, but now may not be the best time for a large cash outlay.

Early in the COVID-19 crisis, only 59 percent of small business owners said they were comfortable with their cash flow—a significant drop from Q1's 80 percent.¹ Now, companies are looking for ways to be more prepared, agile, and cashflow-conscious.

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If your technology budget is already stretched to the limit, we can help. In this guide, we'll discuss how to take advantage of financing and maintenance options that provide maximum financial flexibility and customization to suit today's business climate.

We'll outline solutions offered by AVI-SPL Global Financial Services that help support business continuity including:

- Leasing AV hardware to get you the solutions you need at a predictable and affordable price.
- AV-as-a-Service options to streamline and bundle the hardware, licensing, maintenance, and support of collaboration solutions.

[AVI-SPL Global Financial Solutions](#) can help you get the collaboration solutions you need through flexible AV technology financing and asset management. We'll show you how asset management can increase ROI and allow you to refresh your technology at planned intervals.

In addition, we'll review [technology training and adoption programs](#) to get your workforce engaged with new technology. These programs provide short term knowledge that drives long term utilization of your rooms devices, and unified communications (UC) platforms.

Whether you choose leasing or AVaaS, AVI-SPL will plan, design, and deploy a streamlined solution that meets your business objectives.

Choose Flexible, Affordable Technology Rollouts and Updates

If your teams scrambled to implement technology solutions to allow employees to work from home, or the pandemic affected your company in other ways, you may need to free up working capital. If your teams have been working from home, you may have noticed improved productivity, higher employee job satisfaction, and reduction in overhead thanks to savings from lower utility and office supply use. You may be wondering how to take advantage of the benefits of working from home while accommodating a move back to the office.

Affordable, easy-to-manage collaboration technologies are key to creating an agile plan that targets your long-term business goals but can adapt to the unknown.

Your workers rely on UC solutions to leverage IM and presence, voice, video, and collaboration. They use their own devices as well as the hardware in your collaboration spaces. UC solutions encompass the hardware, software, and cloud solutions like Cisco Webex, Microsoft Teams, Zoom, and Google Meet. UC solutions help keep teams productive and support business continuity.

To rapidly scale, consider leasing and AV-as-a-Service. You can get the solutions you need when you need them. Here's what to consider when investing in new collaboration solutions:

- Did you roll out a new collaboration platform to deal with urgently changing needs, but now need to connect that platform to your existing legacy hardware to support interoperability?



- Are you being cautious about how much of your budget you spend on large capital expenditures for new technology solutions due to the uncertain economic environment?
- Do you want the flexibility to update and upgrade your communication and collaboration technology quickly and affordably as your company's needs change?
- Are you only able to upgrade your collaboration tech every several years—even though your equipment becomes obsolete after just a few and you miss out on new capabilities?

If any of these circumstances sound familiar, AV equipment leasing or AV-as-a-Service (AVaaS) from [AVI-SPL Global Financial Services](#) may be good options for your organization. These approaches let you classify technology as an operating expense or a capital expense, while making predictable recurring payments. You get the same hardware and services—only the way you pay for them changes. You'll be able to improve cash flow while situations, profits, and technology roadmaps are uncertain.

You also don't have to worry about hassles like calculating depreciation or getting stuck with hardware that will be obsolete in just a few years.



Should You Lease or Choose AVaaS?

Leasing is generally intended for financing hardware solutions. Alternatively, an AVaaS financing agreement allows you to bundle your hardware, support, service, and licensing costs into a single agreement with a predictable payment.

With AVaaS, you don't have to manage multiple invoices, multiple contacts, renewals, and support contracts. You also don't have to worry about your technology becoming outdated. Whether you choose leasing or AVaaS, AVI-SPL will plan, design, and deploy a streamlined solution that meets your business objectives.

AVI-SPL Global Financial Services can work with you regarding length, terms, and the possibility to purchase hardware or extend a lease at the end of the contract. If you opt for an upgrade through AVI-SPL, you can return the equipment with no additional disposal costs.

Featured Partners



How Leasing and AVaaS Benefits Your Teams and Finances

Some executives may voice concern about the company not having ownership of the equipment. However, many have adapted to the idea thanks to the proliferation of cloud services. Finance managers appreciate the fact that leasing and AVaaS lower capital expenses and can become part of more predictable operating expenses. Here's how you benefit from working with AVI-SPL Global Financial Services:

- Easier and more affordable hardware upgrades equal **better equipment lifecycle management**. You also get to make upgrades or additions when they make sense for your company.
- AVaaS **keeps collaboration and communication going** at your company.
- You can simplify budget management and **improve your company's financial agility**. You have a predictable recurring payment and can choose the length of your lease, while AVI-SPL will help customize the terms of your service agreement.
- **Update collaboration technology** before it becomes outdated as well as a security risk.
- **Eliminate disposal costs** because your lease or AVaaS provider will handle your old technology if you renew through AVI-SPL.
- AVaaS helps **reduce total cost of ownership** because you can refresh before technology becomes outdated and needs a lot of maintenance.

AVI-SPL Services

When you bundle AVI-SPL Services as part of an AVaaS plan, or purchase them separately, you can leverage industry best practices in technology, processes, and professional services, through our 800+ full-time employees dedicated to service delivery. Our services enable a collaboration environment that enables smarter work within your organization.

AVI-SPL Global Support & Maintenance

AVI-SPL provides true 24x7 support and certifications in a diverse set of competencies that compromise your entire organization, including digital media, AV, and UCC. With 4 Global Service Operations Centers and ITIL certified professionals, we can support your local and global needs.

- **Collaboration technologies foster productivity.** AVI-SPL resources and maintenance visits can keep your inconvenience to a minimum.
- Support contracts allow your organization to budget properly. This can **limit emergency support needs** with higher costs.
- Leverage AVI-SPL's trained, certified resources to **Maintain your technology**. You'll eliminate the need to have in-house specialized resources available 24x7.
- **Seamlessly scale** to your needs with AVI-SPL as your main point of contact for your mixed-manufacturer deployments.

Canon

CHIEF

CHRISTIE

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HARMAN

The screenshot displays the AVI-SPL Symphony software interface. It includes a sidebar with navigation links like Dashboard, Meetings, Devices, Alarms, Administration, Global Configuration, Analytics, Reports, and LIVE MEETINGS. The main area has four primary sections: 'Meetings Maestro' (listing meetings with columns for Meeting ID, Title, Room, Account, Producer, Start Time, End Time, and Status), 'Rooms & Devices' (showing a world map with room locations and counts of rooms, calls, and link downs), 'Tickets' (listing tickets with columns for When, Priority, ID, Account, Issue, Events, and Cleared), and a summary bar at the bottom.

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AV SOLUTIONS

LUXUL



With global resources, localized service, guaranteed response times, Service Level Agreements, and additional benefits, AVI-SPL ensures your technology support needs are met.

AVI-SPL Symphony

AVI-SPL Symphony proactively monitors your technology investment so that it works as expected. Symphony enables your technical resources and allows employees to communicate and collaborate with ease. Providing a full view of all aspects of your AV/UCC environments, from rooms to meetings to tickets, Symphony enables communication — technology to technology, employee to employee, and in between. Leverage the power of Symphony to:

- Simplify the user engagement to **minimize frustrations** and increase adoption
- **Improve meeting success** to increase ROI of your technology, space, and people
- **Provide positive business outcomes** with proactive ticket creation, quicker time to resolution, and streamlined processes
- **Ensure employee well-being** with remote control of your technologies and meetings



With flexible consumption and deployment models, Symphony is accessible anytime from anywhere, securing a positive user experience for everyone.

Managed Services



Whether you deploy Managed Services powered by Symphony, one of the many collaboration platforms available today, or a combination of both, [AVI-SPL Managed Services](#) will ease the burden of your IT resources. Your teams can support your core business needs, while we focus on technology and keeping everyone connected.



- Onboard your environment into Symphony, but let AVI-SPL action your needs
- Outsource the administration of your cloud conferencing deployment, including provisioning users, room registration, and MACD support
- Use data and analysis about your environment provided by AVI-SPL to make future decisions



Professional Services



Once you've decided on the best way to finance your UC solutions, it's important to ensure your teams use the new technology so you see a positive ROI. Implementing a strategic training and adoption plan will help you make the most of your investment from the start and over time. Creating a plan will help:



- Boost **employee productivity**
- Improve **collaboration** for all teams, whether on site or remote
- Reduce **support desk inquiries**
- Increase **collaboration technology ROI**
- Improve **employee engagement** and deliver a **consistent user experience**
- Support long-term **business continuity**



Learn more about how to create an effective [training and adoption program](#).



After you've deployed your solutions, utilize AVI-SPL's Virtual Event Management Service for those bigger, more formal video events. AVI-SPL provides the virtual communication know-how to orchestrate business critical communications that are confidently delivered and flawlessly executed.



- Deliver a professionally choreographed virtual event with a dedicated Event Manager
- Access step-by-step guidance, pre-planning, in-call production, and post-call reporting support.



How to Get Started



AVI-SPL Global Financial Services will work with your team to help you choose the best financing vehicle for your UC technology solutions. We'll offer financing options that can reduce the total cost of ownership and deliver business continuity. Together, we create a customized plan that is financially transparent. This means we offer consistent documentation with full disclosure, so you don't have to worry about surprise costs.



Financing options help you take advantage of the latest technology while minimizing costs and conserving operating capital. We take your current circumstances into



consideration, so even if you have recently purchased AV equipment, we can often work it into an AVaaS agreement.

[Contact AVI-SPL](#) to work together on a financing solution that maximizes your investment in your UC technologies. All contract agreements are subject to credit approval.



About AVI-SPL

AVI-SPL is a digital enablement solutions provider who transforms how people and technology connect to elevate experiences, create new value, and enable organizations to thrive and grow. We are the largest global provider of collaboration technology solutions, which includes our award-winning managed services. AVI-SPL's highly trained team works hand-in-hand with organizations worldwide—including over 80% of Fortune 100 companies—to strategize, design, deploy, manage, and support AV and UC solutions that are simple to use and ensure business objectives are achieved. Visit [AVISPL.com](#) to learn more, or connect with AVI-SPL on [Twitter](#) and [LinkedIn](#).

References

1. Barnes, Jennifer. "Seven Ways To Leverage Your Cash Flow During The Pandemic." October 29, 2020. <https://www.forbes.com/sites/thejec/2020/10/29/seven-ways-to-leverage-your-cash-flow-during-the-pandemic/?sh=6a07b5b173f8>

Terms and Conditions:

Finance Rates: The Finance payment quoted in proposals is calculated using an interest rate tied to the current yield of a comparable term Interest Rate Swaps as reported at [www.barchart.com](#). The lease rate quoted is subject to change in the event such Treasury Note yields or Interest Rate Swap yields increase.

Conditions Precedent: Transactions are contingent upon (i) successful execution of mutually agreed upon documentation with AVI-SPL Global Financial Services and (ii) the continuing review and approval by AVI-SPL Global Financial Services Finance Committee.