

Modern Device Procurement for the Modern Workplace



The right device



In the right hands



For the right reasons

Why Modern Device Procurement Matters

The Modern Workplace is a connected device-based activity. It requires a highly collaborative workforce and a dynamic culture. It demonstrates agility, combining the latest technology and digital solutions to improve collaboration and optimise team productivity.

One key element to this enablement is device procurement -

- Worker roles and responsibilities demand optimised devices. A one-size-fits-all approach to device selection does not apply in the modern workplace.
- Particular attention to individual ergonomics, health, safety and overall job satisfaction.

- 2020 has highlighted disruption can come from anywhere and agility in technology deployment is crucial to business continuity.
- Traditional procurement processes were not designed for the modern workplace. Greater differentiation and specialisation define new technology. More knowledge is required to make the best procurement decisions.
- Zero touch device provisioning and deployment delivers fully-functioning technology quickly and efficiently regardless of location.
- IT managers are increasingly being asked to do more with less. Spending precious time managing device selection, procurement, provisioning, deployment and support detracts from driving better business outcomes.

The Stott Hoare Difference

A better way to procure, deploy and support

Your PC and mobile devices are at the centre of your Modern Workplace – following our 5-phase approach will guarantee you make the right device choices for your people and your business.



Evaluation

We take the time to understand your individual workers' requirements; mapping defined role types and leveraging competing product knowledge to identify the right Modern Workplace devices for your people.

Persona Modelling

Through a process of analysis and evaluation we develop user profiles and match specific devices to individual roles.

Experience Centre

See the full range of the latest Microsoft Surface devices and consult certified product specialists to understand every feature and function, compare prices and specifications, and calculate how to spend no more than is necessary to achieve your desired outcomes.

Industry Knowledge

Apply our 40 years IT solutions experience to addressing your basic and complex challenges promptly and efficiently.



Procurement and Logistics

Our product distribution and technical services resources are deployed nationwide to respond to the rigorous demands of IT personnel deploying and maintaining the technology vital for organisations and individuals.

Customised eCommerce

Every organisation's needs are unique and the required combination of products and services are securely presented to each customer's authorised personnel via our eCommerce portal.

Competitive Pricing

Our experience as a high-volume hardware reseller and our awareness of Tier 1 vendors' pricing strategies means we are qualified to negotiate effectively and provide the best prices to our customers.

Hardware and Services Catalogue

Computer hardware is often regarded as an undifferentiated commodity that can be easily compared with other brands. In reality every device has unique attributes that appeal to specific user demands and individual roles, and every implementation requires a customised set of services to deliver the greatest value.

Buy IT Your Way

Whether you prefer to purchase your devices by capital expenditure, enjoy a Device-as-a-Service (DaaS) solution for a fixed monthly fee, leverage monthly financing at competitive rates or need help with TCO/ROI modelling our experienced consultants will guide you towards the best outcome for your organisation.



Successful Deployment

With local inventory and essential technical resources for every deployment, our customers enjoy a modern end-to-end deployment approach that includes pre-staging services to facilitate immediate use out-of-the-box.

Modern and Traditional Approaches

Whether you require Zero Touch or High Touch customisation, we design the implementation approach to meet your unique needs.

Pre-Staging Services

Our warehousing and distribution network provides secure storage, local inventory, fast transportation, asset tagging, systems configuration, software installation and eco-friendly delivery and recycling options.

Resources for Every Requirement

As a trusted partner offering a complete range of products and services to assist organisations enjoy the best outcomes, whether it's consulting, solution design, deployment, training or a combination of essential services, we are here to help!



Support

Leave the device management and support to us while you focus on what matters most to you, servicing your own customers and driving innovation in your organisation.

Service Desk

Rest assured, we are by your side when it matters most, 24/7. We support thousands of PCs and mobile devices in many corporations, government departments and educational institutions throughout metropolitan and regional Australia.

Managed Services

If your IT team is struggling to find the time to innovate because it is inundated with time-consuming device management tasks, let us manage the mundane but essential services while you focus your energies on what matters most - your customers, and driving innovation in your organisation.

Enhanced Warranty

Global vendor warranty services do not always deliver a reasonable level of service. Our customers rely on us to manage vendors' warranty services to improve response and resolution times, in some cases by retaining spare devices and components locally for faster turnaround.

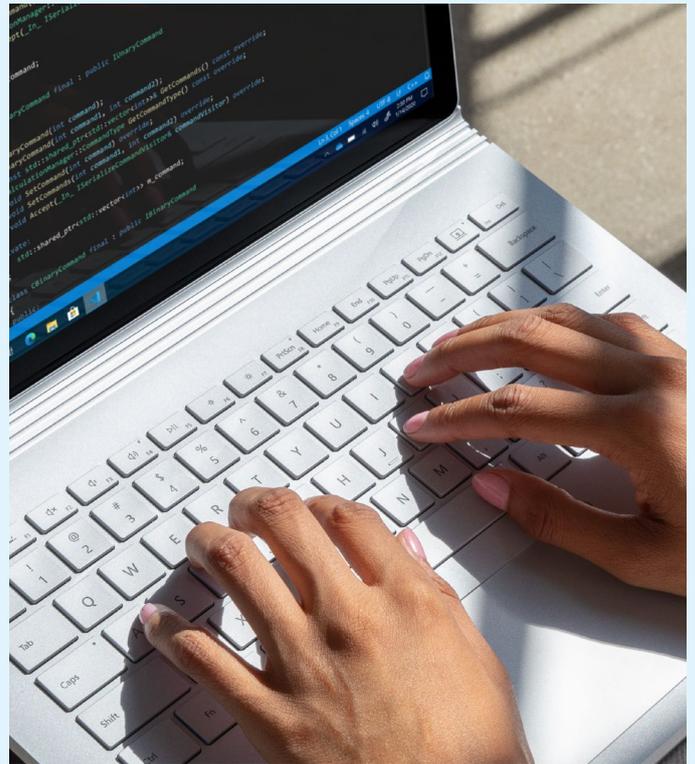
Repairs and Maintenance

We offer a range of proactive and reactive management and remedial services bundled to suit individual customer requirements within a cost effective and transparent pricing framework.



End of Life Asset Recovery and Disposal

Best-practice device disposal is challenging and critically important as we contribute to remedying consequences of the proliferation of manufactured goods in circulation today. We offer complete asset recovery and disposal services including attractive buyback/trade-in options to turn old equipment into working capital.



Empower Your Modern Workplace with Stott Hoare

Stott Hoare in partnership with Microsoft offers a complete range of products and services to assist your business with modern workplace and digital transformation.

For over 40 years, our friendly and experienced information technology specialists have provided valuable advice and practical assistance to thousands of organisations.

Contact Stott Hoare before your next purchase to arrange a visit to our Customer Experience Centre and engage our product specialists to get to know how Microsoft Surface devices lead the way to your Modern Workplace.

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