



COMPLETE COVERAGE
TECHNOLOGY MANAGED FOR YOU



WHAT IS COMPLETE COVERAGE?

THERE ARE 2 KEY ELEMENTS THAT MAKE UP WHAT **COMPLETE COVERAGE** IS:

1. Access To & Use of Technology

Complete Coverage provides the means to have access to or use of a A/V, Healthcare, Security product, service, or solution. There is no ownership of the technology & no ownership responsibilities.

2. Manageable Monthly Payment

Complete Coverage has no significant upfront expense. Rather, it is intended to be a service provided for a predictable, manageable, monthly payment.

THE "WHY" BEHIND COMPLETE COVERAGE



4 important factors to help understand why Complete Coverage makes the most sense in today's environment:

1. ECONOMICS OF OWNERSHIP

- Technology solutions are non-revenue generating assets, because they rapidly depreciate the day after they are installed.
- Importance vs. Economics: Technology solutions are essential, but there's a big advantage to consuming it on a monthly basis compared to a large, upfront purchase.

? Why do technology solutions rapidly depreciate the day after install?

In every bill of materials, you have a high level of non-recoverable costs (i.e. Manufacturer margin, distributor margin, integrator margin, licensing, installation, and sometimes comprehensive with extensive labor, programming, software, design, warranty, training, etc.). This can make up 30-50% of a solution. These costs are non-recoverable, because after installation none of it can be returned.

2. RAPID ADVANCEMENT OF TECHNOLOGY

- Technology continues to advance rapidly, with no sign of it slowing down.
- Complete Coverage provides more value, use, and accessibility to technology as it advances.

3. HOW COMPLETE COVERAGE ADDS VALUE

- The technology systems your organization needs can have large upfront implementation costs, & they require maintenance that adds to your costs. Complete Coverage eliminates that unpredictable budget stressor and allows you to get that same technology, combined with our Complete Care Support, all at a predictable monthly payment.
- Your organization no longer has to make compromises to appease your budget. Complete Coverage gives you the ability to implement the best technology, & its support is completely managed for you.

4. SPEND YOUR MONEY WHERE IT IS NEEDED MOST

- Get all the technology you need with a convenient and predictable monthly payment.
- Invest the money you save into critical business needs that generate ROI.





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The ECC Complete Coverage program addresses 3 key components that empower organizations:

1

Optimize Your Budget

Avoid the non-recoverable costs you experience when acquiring new technology and keep your working capital, working! Packing everything into one, all-inclusive monthly payment that ensures your solution continues to serve you optimally.

2

Embrace Technology Change

Let go of the budgetary pressure of trying to manage technology's rapid advancements.

3

Inclusive Ongoing Service and Support

With technology being essential use equipment, organizations need ongoing service and support. ECC's Complete Care Support is included in the Complete Coverage monthly subscription. This allows you to maximize and support each technology system at no additional cost throughout the subscription term.

LEARN MORE:

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Not all managed services are created equal. Here are three questions to ask when choosing a managed technology provider:

1 What Is Included?

A true managed technology service should include everything in a low, monthly price with everything bundled in:

- >> Hardware
- >> Software
- >> Licensing
- >> Install
- >> Warranty
- >> Maintenance

2 What Are the Financial Implications & Ownership Outcomes?

A true managed technology service will be an operating expense as opposed to a capital expense:

- >> Simple monthly payments
- >> End of contract options:
 - Renew, refresh, or upgrade equipment*
*(A/V Systems Only)
 - \$1 Buyout*
*(All Eligible Systems)

3 What Are You Responsible For?

A true managed technology solution will include things like support services for the entire term & scale if needs change:

- >> With Complete Coverage, you're only responsible for the monthly payment
 - ECC takes care of the rest

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About ECC

ECC has built a foundation on bringing dynamic solutions to organizations throughout the Midwest. We connect businesses to better experiences using Audio/Visual, Fire Alarm, Healthcare, and Security solutions.

Technology is our passion and our goal is to use its innovations to empower organizations for years to come. We're integrators — Creating impactful experiences through technology.

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