COMPLETE COVERAGE TECHNOLOGY MANAGED FOR YOU

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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.





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

Optimize Your Budget

1

2

3

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.

Embrace Technology Change

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

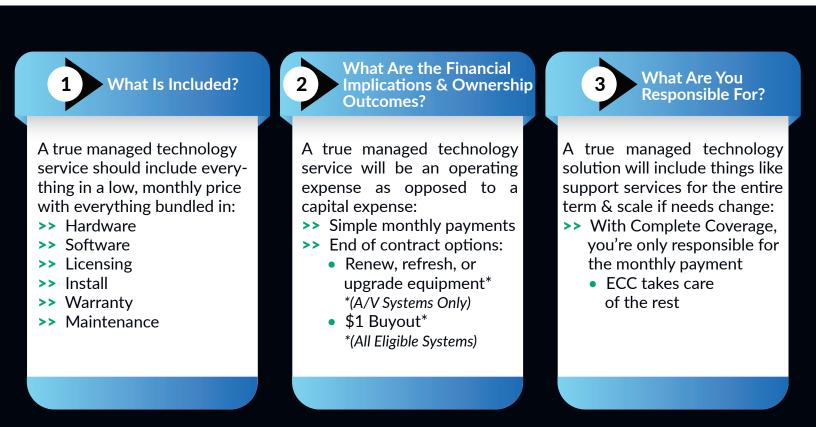
Inclusive Ongoing Service and Support

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: ECCOINC.COM/COMPLETE-COVERAGE



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



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COMPLETE COVERAGE TECHNOLOGY

ECHNOLOGY MANAGED FOR YOU



AUDIO / VISUAL FIRE ALARM NURSE CALL SECURITY

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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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