Managed Power as a Service
Uninterruptible power and data driven insights, in a fixed monthly fee.

Managed Power as a Service enables IT Solutions Providers to add digital services to hardware sales, drive profitability (by up to 40%) via new recurring revenue streams and overcome budgetary constraints with flexible monthly payment terms via IT distributors.

Did you know?

IT is moving to the edge.

80%

of end users **plan to deploy more IT services** at the edge[1]

By 2025, **41.6 billion connected IoT devices** will be generating **79.4 zettabytes (ZB) of data**. Edge computing will be required to process and manage much of this data[1].

Move to outsourcing

40%

of end users **plan to outsource their edge initiatives**[1].

Access to **a growing market – managed services** represent almost **$160 billion** in IT revenues through **IT solution providers**[2].

What are the challenges?

Need for real-time visibility and remote monitoring.

75%

of survey respondents cite **downtime could be preventable with better management, process or configuration**[3].

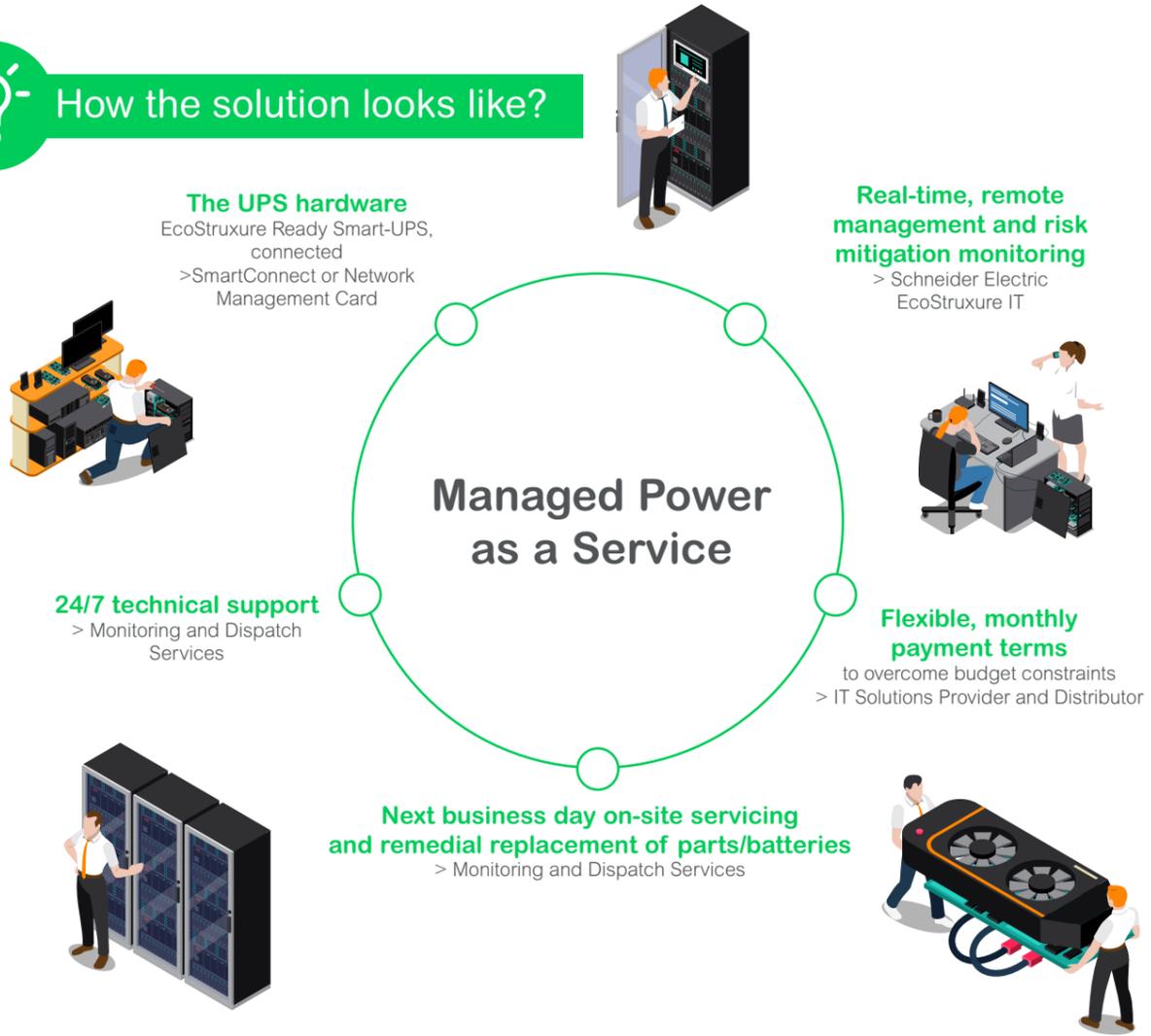Access to expert IT maintenance and support staff.

27%

of IT solution providers are offering **Managed Power Services**[4].

Need to manage CapEx/OpEX budgets more effectively.

59%

Outsourcing UPS servicing and maintenance can save up to **59% under a typical SLA**[5].

How the solution looks like?

The UPS hardware
EcoStruxure Ready Smart-UPS, connected
>SmartConnect or Network Management Card

Real-time, remote management and risk mitigation monitoring
> Schneider Electric EcoStruxure IT

24/7 technical support
> Monitoring and Dispatch Services

Managed Power as a Service

Flexible, monthly payment terms
to overcome budget constraints
> IT Solutions Provider and Distributor

Next business day on-site servicing and remedial replacement of parts/batteries
> Monitoring and Dispatch Services

Benefits for IT Solutions Providers

By combining services and hardware into a single "as-a-service" offer, distributors open up **more cash flow for partners by extending their services capabilities** to offer more value-add to customers and other benefits like upfront revenue, working capital improvements and predictable recurring services revenue.

For every 10% total revenue derived from managed services, MSPs **add 0.25 to 0.75 additional points of annual growth** to their businesses.

Supports more cost-competitive, flexible and accessible operational models, **tailored to the customers' CapEx or OpEx preferences.**

Provides customer peace of mind with complete product protection for **a predictable monthly fee avoiding surprise repairs, costs and business disruptions.**

Expand your digital services portfolio with vendor agnostic remote monitoring software from Schneider Electric.
Add value to your relationships with real-time, data-driven insights.

1 - IDC, 2020 • 2 - The Channel Co & IPED Consulting, Channelytics: Route To Market Playbook, 2020) • 3 - Uptime Institute, 2020
4 - Solarwinds, 2019 • 5 - Schneider Electric, 2020