



# E-SAFE | The ModernOffice™

## E-Safe's Educational Series To Modernize Your Office



“As a business owner I know how difficult it is to keep your office up to date without getting bogged down with unnecessary expenses. Let us do the research so you can

make an easy educated decision on how to modernize your office!”  
– Tim Steinour,  
President, E-Safe Technologies

### Issue II

## Hardware as a Service

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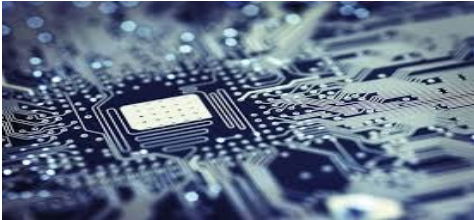
#### Storage, Backup and Disaster Recovery

- Hardware as a Service enables small to medium sized business to invest in the latest technology for a small monthly fee.
- Utilizing the HaaS procurement process reduces initial investment along with reducing up front taxes.
- There are many technologies available for HaaS including servers, PCs, storage devices, switches, routers, and firewalls to name a few.

## “What is Hardware as a Service?”

**H**ardware as a Service is a procurement process similar to licensing. It is a service provision model for hardware that is defined differently in managed services and grid computing contexts. HaaS is a pay-as-you-go model that is highly efficient for small to medium sized businesses that don't want to pour their savings into expensive hardware.

Hardware as a Service can turn the expense of technology into a monthly operating cost, rather than a one-time expenditure. It allows for optimal price and newest technologies without the up-front cost. With this payment model and service plan, businesses are able to have newer technologies at a fraction of the hardware cost.



The concept of HaaS is an old idea that is regaining interest as a way to outsource, however that is not the only case that is often seen in the market. By choosing to utilize HaaS, you also require less vendor management by consolidating your contact points and enabling your provider to service you in an efficient and timely manner. This type of service may be remote or on site, depending on the hardware setup requirements.

In collective computing environments, HaaS participants often use IP connections to utilize the power of remote hardware. A user sends data to a provider, and the provider's hardware performs necessary actions to the data and then sends back the results. These types of agreements help individual businesses lease computing power, rather than invest in additional on-site hardware.



Start with a Plan,  
Finish with Success.

## “How Can HaaS Improve My Business?”

**B**ecause HaaS is becoming more mainstream, it is becoming an interesting topic of conversation. HaaS makes it possible for the SMB market to utilize the best technology in the industry. CEOs, CIOs, IT Managers, and Network Administrators are stating many benefits when utilizing HaaS:

**Reduced Capital Expense** – Obviously if you are renting or leasing anything in particular, you are going to pay a lower monthly rate than any up-front costs. With HaaS, utilizing the latest and greatest in technology for your business can become a little easier on the pocket by paying month to month. Also, if for some reason you become unhappy with your hardware or service, you are able to terminate that contract and continue running your environment. Also, with the implementation of a monthly fee, initial upfront taxes are reduced significantly.

**Security** – Data security management and system analyses for your business is vital to your environment running at optimal performance. By utilizing HaaS, you can be sure that the hardware or cloud provided is safe and secure with powerful firewalls, updated patches and maintenance, and virus scanning technology. Also, your provider is responsible for physical security from theft, natural disaster, and melt downs by ensuring data center security, disaster recovery, and cooling. You are able to have restful nights with the knowledge that your organization and hardware devices are truly safe from threats.

**More Physical Space in Their Environment** – In some cases, we run into a situation where a company is currently using outdated, large, and clunky hardware and is looking to upgrade. Instead of buying new, it makes more sense for them to invest in a monthly pay plan for the newest, smallest, and most recent technological upgrade, which clears up valuable office space. Also, there is the option to utilize hardware off site, which enables users to utilize that space for other important business processes.

**Flexibility and Ease of Use** – Having your provider implement, maintain, update, and manage the hardware that you are going to be using can save you or your IT person a large amount of time. The time that is saved can be spent doing other activities that directly affect your business. You don’t need to worry about maintaining and patching the equipment because your provider will take care of that as well. Also, you don’t want to be stuck with your provider’s hardware with no way out. It is pain free if you ever wanted to remove the hardware because it didn’t fit your needs. You wouldn’t be handcuffed into a long contract which provides you peace of mind.

## “How Does HaaS Work?”

**T**here are some common technology solutions where organizations are utilizing HaaS and are realizing the benefits of this solution. Here are some examples of where you can take advantage of HaaS:

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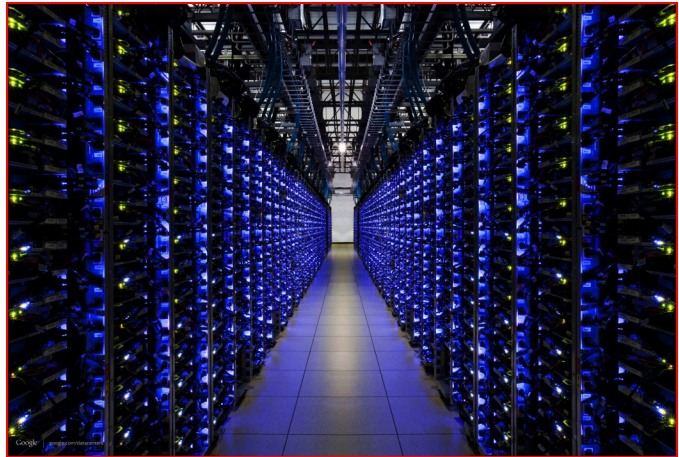
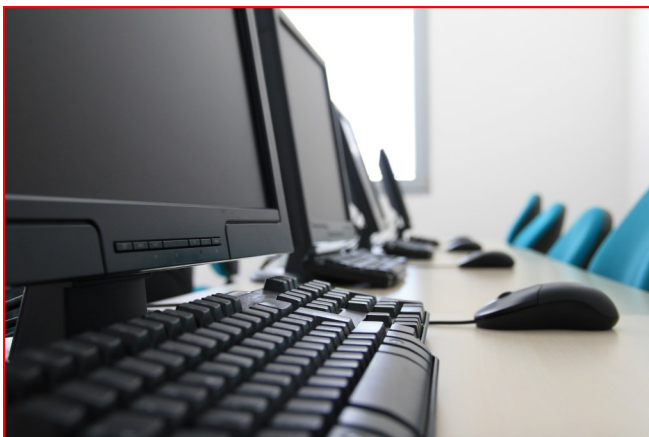


## “How Does HaaS Work?”

**File Servers** – File transfer hardware allows for quick, scalable, and immediate file communication between parties in your business. By leasing a server, either physical or virtual, it enables you to possess the capabilities to file share at fast speeds without the worry of managing it by yourself.

**Personal Computers** – If you are looking for physical machines to run specific operating systems, HaaS is a solution that can provide this for you as a monthly operating expense. Instead of investing thousands of dollars into new machines, the provider can implement their equipment into your environment.

**Storage Devices** – When files are being shared and saved across your network, you need to make sure that data is being stored and backed up in an efficient manner. Sometimes, when your data exceeds the amount of storage, computers and networks crash leaving your office down for the count. By leasing a storage appliance, not only will you be able to create more storage for your computers and network, but backups will save to the device, ensuring that if something DOES go wrong you will be back up and running in no time.



**Switches and Routers** – Computers need a way to talk to each other and to the Internet. With these devices, you are able to assess the amount of bandwidth that you will need to run at optimal speed and your provider can implement the most efficient piece of hardware into your environment at a manageable price.

**Virtualization Technologies** – Instead of installing personal computers into your network, virtualization allows you to run multiple virtual machines and operating systems on the equipment you already possess. For a monthly fee, you are able to virtualize your desktops with specific software to allow a diversity of applications and increased accessibility.

**Firewalls**—With security a high priority on everyone’s list, firewalls are becoming more and more popular to provide for HaaS. Security threats are never ending, and one that is outdated can lead to some pretty daunting issues. The latest and greatest firewalls prevent unwanted malware from penetrating your environment, keeping it running at optimal speed with limited interruption.



## “What’s My Investment In HaaS?”

One of the largest benefits of utilizing a HaaS provider is the money that you save on taxes. Instead of paying a large tax on up-front costs associated with newer technology, it is a monthly operating expense which is much more manageable and cost efficient. By utilizing this service, you are able to move your IT operations from your balance sheet to your income statement. A new storage device can cost a couple thousand to tens of thousands of dollars depending on the size of your data platform and storage space. Not having to pay tax on such a large sum can be highly beneficial when reinvesting in the business. By converting capital expenses to operating expenses, you reduce taxes and overall investment for more performance.

Pre-established monthly billing is a large component of the investment. There are no hassles and surprises with HaaS, so you know the services you are getting for the right price. Also, by utilizing HaaS,

your provider is able to scale and grow with you as your needs and business processes change. You are able to improve workplace productivity and relieve stress on the person who is handling the machines.

This program is extremely friendly to customers in the small to medium sized business space because usually frequent maintenance and costly upgrades to IT equipment can run up capital expenses. With HaaS, you can utilize the latest technology and keep up with your competitor’s computer hardware without breaking the bank.



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Want to Learn More About  
HaaS or E-Safe’s  
Modern Office Series?

Contact Tim Steinour at  
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