

RICOH PC as a service

Powered by
Dell Apex



Everything you
need for truly
flexible working

THE CHALLENGE

86% of organisations struggle with flexible work¹

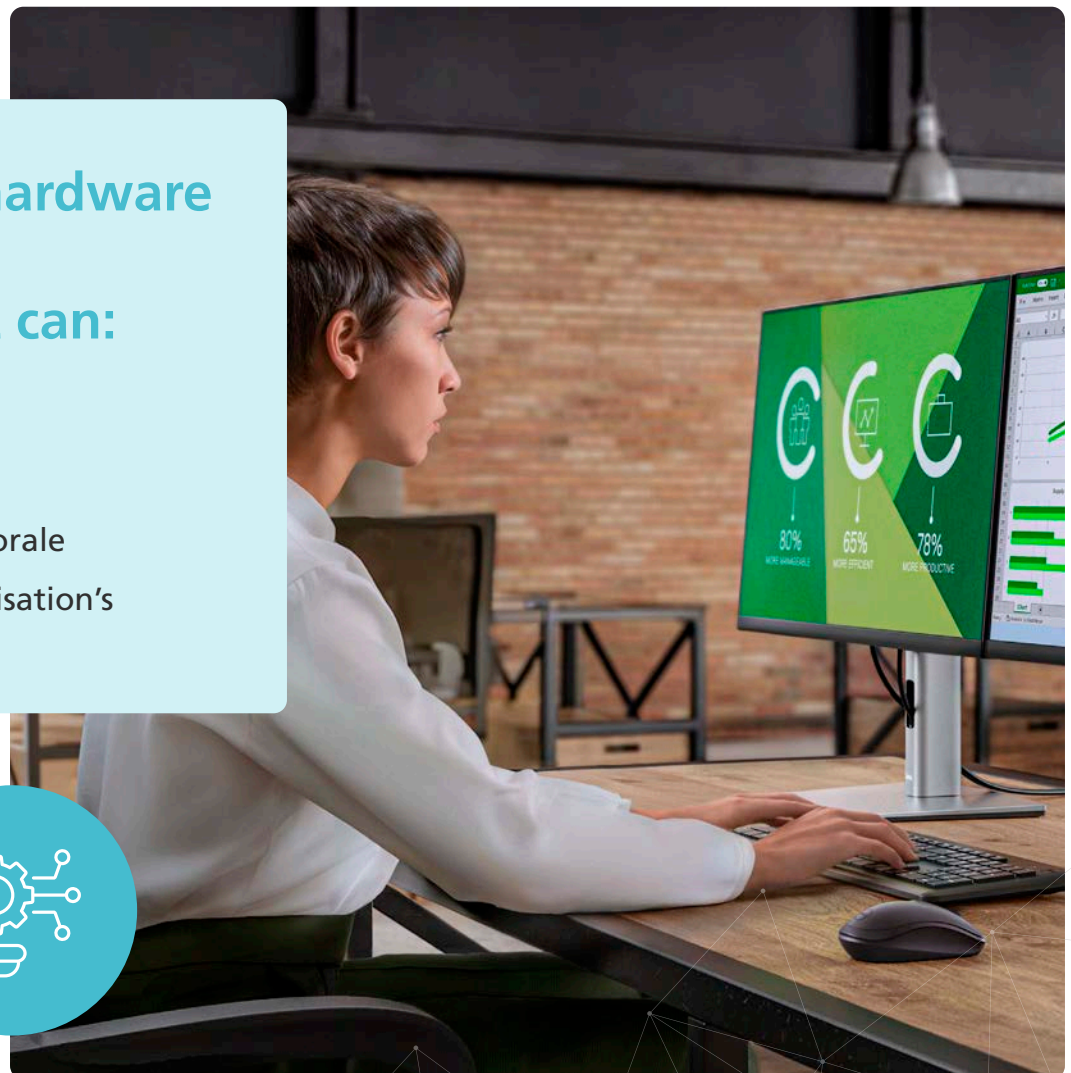
Modern organisations face a significant challenge: to optimise flexible working and get the maximum value out of their technology. But outdated hardware, a lack of cohesive or integrated software, limited human resources, and minimal upfront capital can result in time-consuming, labour-intensive PC lifecycle management.

80% of organisations agree that a flexible workforce gives you a competitive advantage...²

But costs associated with an increasingly dispersed, mobile workforce are rising; resources to support end-users are limited; and many organisations are still using older devices which are not standardised to relieve, rather than add to, IT burdens.

Suboptimal hardware and lifecycle management can:

- Reduce productivity
- Limit innovation
- Impact employee morale
- Damage your organisation's reputation



1. Vanson Bourne: Hybrid Work Survey, July 2021. Dell Technologies commissioned independent market-research agency Vanson Bourne to conduct research into the state of hybrid working within organizations. The study surveyed 2,000 ITDMs in May and June 2021 from organizations with 100 or more employees across all public and private sectors, with a specific focus on financial services and education organizations. All interviews were conducted using a rigorous multi-level screening process to ensure that only suitable candidates were given the opportunity to participate.

2. Vanson Bourne: Employee Experience Survey, July 2020. "80% of high-performing organizations agree that the ability to activate a remote workforce will represent a competitive differentiator in their industry." Global survey conducted between June and July of 2020. Survey included 5,700 IT, HR and business decision makers – conducted by Vanson Bourne, in partnership with VMware and Dell.

OUR SOLUTION

Introducing RICOH PC as a Service, powered by Dell Apex

With RICOH PC as a Service (PCaaS), powered by Dell Apex, you can facilitate seamless flexible working and accelerate your digital transformation by elevating your technology and its management.

Save 30% on support costs and switch from CapEx to OpEx³

Little or no upfront capital? No problem. Reduce your IT life cycle costs through flexible, predictable monthly payments by switching from CapEx to OpEx, saving 30% on support costs and 53% on annual IT costs. Enjoy peace of mind and an easy-to-manage supplier relationship by dealing with a single, expert partner.

Attract and retain the best talent: boost employee satisfaction by 37%

Growth-minded organisations must attract and retain the best talent with a frictionless and modern end-user experience. Today's global skills shortage and candidate-led market mean the best workers have more options than ever before — make your organisation the best and only choice with state-of-the-art hardware, and intelligent software.

State-of-the-art hardware

We've partnered with Dell to provide sleek, modern hardware that's stylish, innovative, and functional. With a wide portfolio of 200+ devices and accessories consolidated in one, easy-to-browse online catalogue, making the right decisions for your organisation has never been easier. Enjoy an 18-month sooner device refresh and a range of secure, sustainable PCs and accessories, backed with world-class service and ongoing support.

- OptiPlex Desktops
- Precision Workstations
- Latitude Laptops
- XPS Business Laptops



3. Based on a Forrester Total Economic Impact™ Study commissioned by Dell "The Total Economic Impact™ Of Dell's PC As A Service" November 2022. Estimated savings in U.S. Dollars, calculated over 3 years for 4,000 users.: <https://www.dell.com/en-us/dt/services/pc-as-a-service.htm#tab0=0&tab1=0&pdf-overlay=//www.delltechnologies.com/asset/en-us/solutions/business-solutions/industry-market/forrester-the-total-economic-impact-of-dells-pc-as-a-service.pdf>

We make sourcing equipment painless: that's why each device comes with all the relevant accessories, including a monitor, keyboard, mouse, headset, and more, all designed with unique, built-in features to set your employees up for a successful and productive day — wherever and whenever they're working.

Intelligent, fully integrated software

Dell's state-of-the-art hardware consistently learns and develops from its integral AI software to create a smarter, more personalised end-user experience*:



Intelligent ecosystems facilitate effortless device pairing and management of monitors, accessories, and more



Express sign-in with our proximity sensor maintains security and preserves battery life, automatically locking when you walk away, and ensuring quick and seamless access for authorised users — and nobody else — when on the go.



Collaboration touchpads have your most commonly used collaboration tools already built in for faster, more effective communication with your teams.



Express response functions learn how you typically use your favourite applications and adjust them to suit your needs and working patterns.



Express charge technology analyses your day-to-day charging habits and ensures your battery always operates at its full potential.



Intelligent audio and microphones automatically adjust to your surroundings for truly flexible working, whether you're in a private office, a bustling co-working space, or a crowded airport.

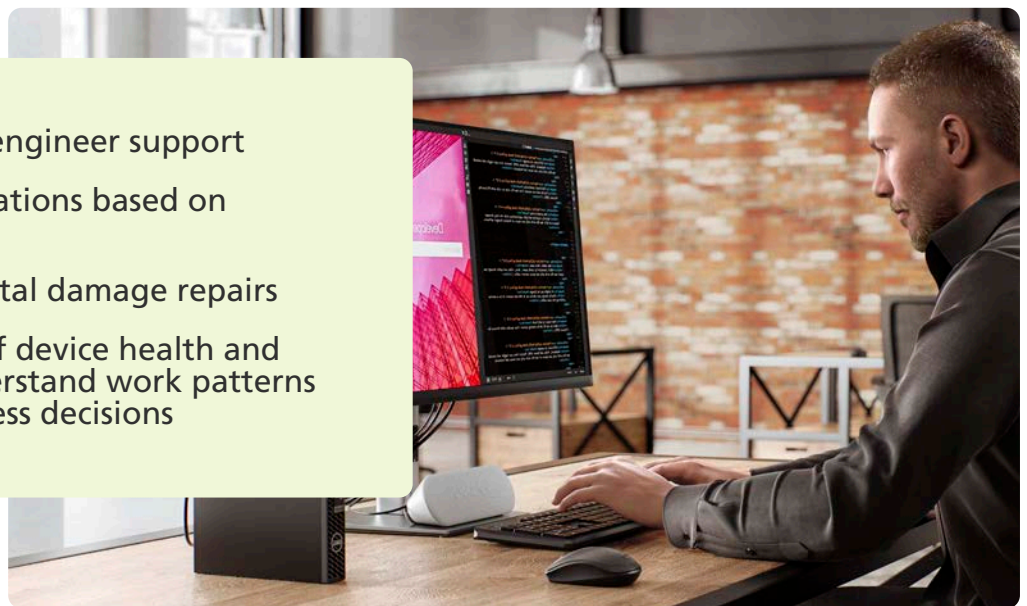
Effortless deployment

Our PC as a Service solution reduces the average device deployment time by 5 days with Dell ProDeploy*, and enjoy pre-configured devices for out-of-the-box, day-one productivity. Dell TechDirect online portal offers a single point of project management contact for all deployment customisation, automation, and installation requirements, empowering you to relinquish all of the tedium, and none of the control.

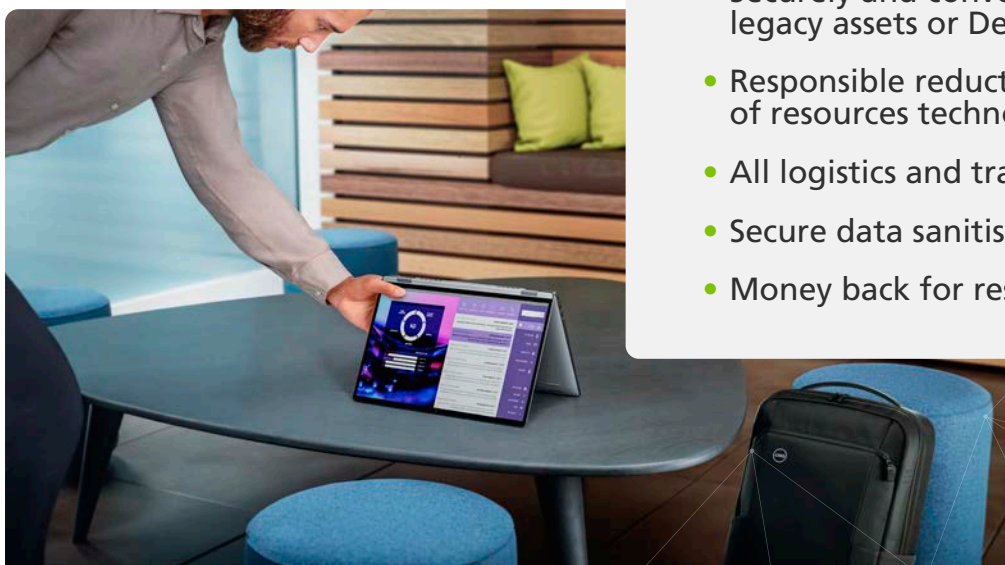
Ongoing maintenance and support

With ongoing support and managed services, we will help you minimise downtime and problem-solve potential issues before they impact your productivity.

- 24/7/365 global onsite engineer support
- Intelligent recommendations based on advanced data insight
- Quick, efficient accidental damage repairs
- Visibility and analysis of device health and usage to help you understand work patterns and make better business decisions



Lifecycle management



- Securely and conveniently return end-of-life legacy assets or Dell devices
- Responsible reduction, re-use, and recycling of resources technology
- All logistics and transportation handled
- Secure data sanitisation processes
- Money back for resold legacy equipment

*Based on a Forrester Total Economic Impact study for Dell PC as a Service, commissioned by Dell.

SUCCESS STORIES

With RICOH's PC as a Service solution, a major trade organisation modernised its IT environment, helping users work more efficiently, with a financing model that releases capital for strategic projects.

"The RICOH PC as a service lease model provided the perfect solution, enabling the organisation to transform the end-user IT environment and to stay within budget."

- Fabrizio Zazzeri, Senior ITS Solution Architect at Ricoh Italy

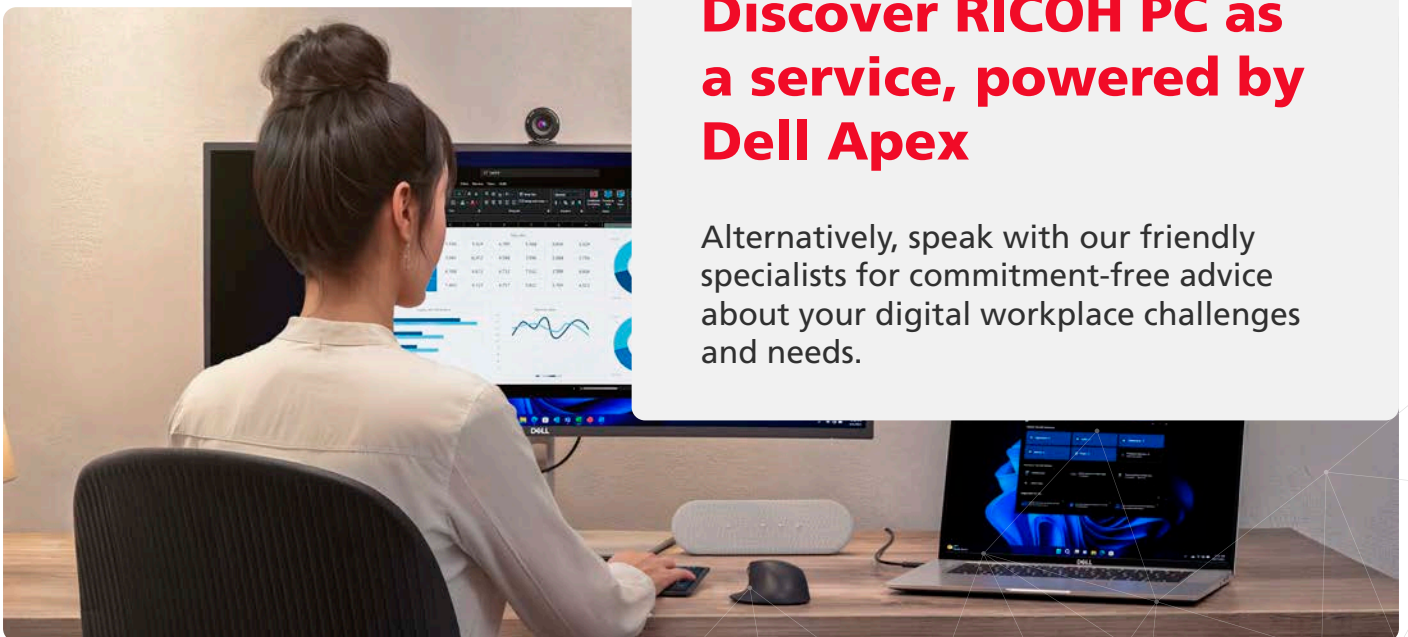
By choosing Ricoh, you also have the reassurance of working with an experienced provider recognised in **Gartner's Outsourced Digital Workplace Services (ODWS) Magic Quadrant**, with 99% 4 or 5-star ratings, and reviews commending our dependability and customer service.

One partner, one solution for truly frictionless flexible working

With our vast experience as a workplace innovator and integrator, Ricoh will accelerate your digital transformation with industry-leading services and solutions. As a trusted workspace integration partner, we provide leading expertise in document workflows, intelligent process automation, communication and collaboration services, digital mailrooms, managed print, and much more. In addition, we also provide comprehensive outsourced managed services, like RICOH PC as a service, for a host of activities, helping our customers succeed and grow.

**Discover RICOH PC as
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Alternatively, speak with our friendly specialists for commitment-free advice about your digital workplace challenges and needs.



For more information visit www.ricoh-europe.com