



Xeretec

IT Works

| CREATING BUSINESS SUCCESS STORIES

With IT That Works

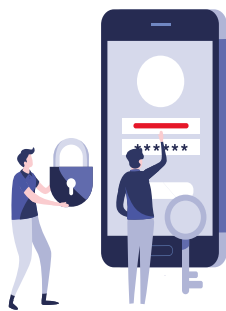
IT STARTS WITH YOU

We strive to help you achieve greater success through the clever use of technology and IT services. We work closely with you to help deliver positive business outcomes by addressing five common focus areas:



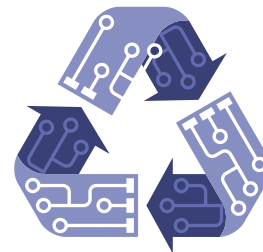
Cost

Driving costs down and offering better value for money



Risk

Reducing cyber security risks to your organisation



Environment

Helping you to minimise your environmental impact



Productivity

Increasing your productivity and your ability to do more



Experience

Improving your customer experience

THE WORLD OF IT IS CHANGING

The world has become more unpredictable and challenging, with recent impacts on global supply chains and markets. Costs have increased, and pandemic restrictions have forced changes in working patterns.

According to McKinsey research some projects have been accelerated by up to 43 times and advanced by up to 7 years.

X43

**7
YEARS**

We live in a fast moving, data-rich world, the time businesses have to investigate IT solutions has been drastically shortened. Coupled with huge pressures to deploy, and the amount of information and data to process and assess, making decisions has become unwieldy.

IT Director feedback describes a lack of headroom to focus on innovation versus reactive day to day demands. This is leading to an increasing gap between user feedback on IT experience versus the IT Support Team's insistence that everything works. There's a struggle to convert the promised end-result of the project to reality that meets expectations.

20%

According to Gartner only 20% of this overwhelming level of analytical data will actually deliver business results or, as they call it 'outcomes'.

75%

OF ALL IT PROJECTS
WERE CONSIDERED
FAILURES

OLD APPROACHES

According to Gartner, The traditional IT approach sees up to 83% of the legwork being done by you to research a subject prior to talking with a provider.

With conflicting claims from vendors, contradicting propositions, constant change and pressure to adapt this is most certainly a challenge to keep on top of things.

Typically, 50% of what gets proposed at Board Level does not get approved, which is not surprising when 35% of C Level Executives don't understand how IT Projects can enable success. The critical piece of the puzzle often missing from these discussions is a business case that relates to real, quantifiable business outcomes.

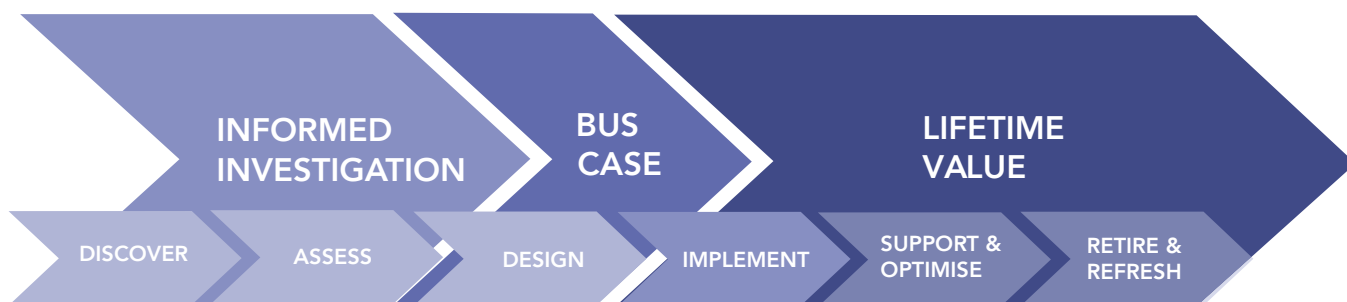
In recent Gartner research 75% of all IT Projects were considered failures by the initiators.

**THE TRADITIONAL IT
APPROACH SEES UP TO 83%
OF THE LEGWORK BEING
DONE BY YOU**



**IT DOESN'T HAVE TO BE
THIS WAY...**

Our focus is around delivering value in the entire IT journey. From providing clear, independent guidance during investigation to assisting with outcomes-based business cases. Boards like numbers linked to quantifiable results and can help them see the lifetime value of a technology or service.



Xeretec Customer Journey

Our approach is simple, yet effective. We provide an overview of what the technology choice could do for a customer. Our interpretation of a vendor's claims are always made with an independent eye. We provide examples of real outcomes, based on customer experience, market research, our own internal deployments.

We then work with you to learn about your environment via consultation and our own toolsets. We then use this to create a bespoke business case that can be shared with key stakeholders, including our own business cases we've put forward in the past for internal adoption of the technology if applicable.

WHAT OUR CUSTOMERS SAY

"Before we bought DaaS kit into Apetito, Nexthink showed our user experience score as 3/10. Since moving to our DaaS model it has gone up to nearly 8/10. To anyone looking at the solution we have invested in, I would 100% recommend you speak to them"

Mike Calverley
Senior IT Infrastructure & Operations Manager

apetito

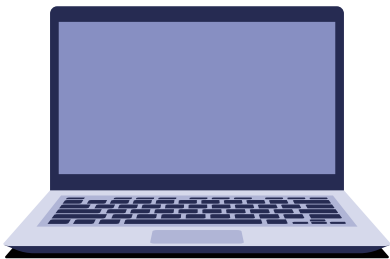
"When the Xeretec people came and talked to us about implementation they were very visible, they were very interested in what would work for us. That showed me a calibre of service from day one that was very different."

Helen O'Byrne
Head of Legal Services

WORLDDUTYFREE

HOW WE CAN HELP

In addition to offering off the shelf technology products we provide advanced capabilities addressing end user clients, infrastructure and communications, through to process automation. Our selection process handpicks a range of solutions and service options that assist you in the areas of:



DIGITAL WORKSPACE

End-user Computing devices. Includes our per month Device as a Service Model



INTELLIGENT AUTOMATION

Automate time-consuming and repetitive tasks



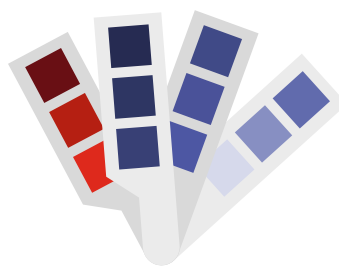
MANAGED PRINT

Get things done better, faster, and more efficiently with a managed print service delivered by Xeretec



UNIFIED COMMUNICATIONS

Connectivity with Unified Communications and Call Centre solutions



PRODUCTION PRINT

Create professional quality prints with best of breed technology and solutions



CYBER SECURITY

Complete Cyber Security solutions to protect your data, staff, customers and reputation.

WHO WE WORK WITH

Xeretec IT Works

WORKSPACE & EUC



MANAGED PRINT SERVICES (MPS)



PRODUCTION PRINT



UNIFIED COMMUNICATIONS



INTELLIGENT AUTOMATION AND RPA



CYBER SECURITY





XERETEC **ABOUT US**

We have a 30-year history of delivering contract and lifecycle services for customers that range from Global Household brands across the World to family run businesses in the local community. Our focus is on delivering a complete technology experience designed to provide tangible business benefits, no matter how big or small you are.

Our selection process handpicks a range of solutions and service options in addition to offering off the shelf technology products. We provide bespoke solutions addressing digital workspace and communications, through to process automation.

WANT TO LEARN MORE? **GET IN TOUCH**

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