

START

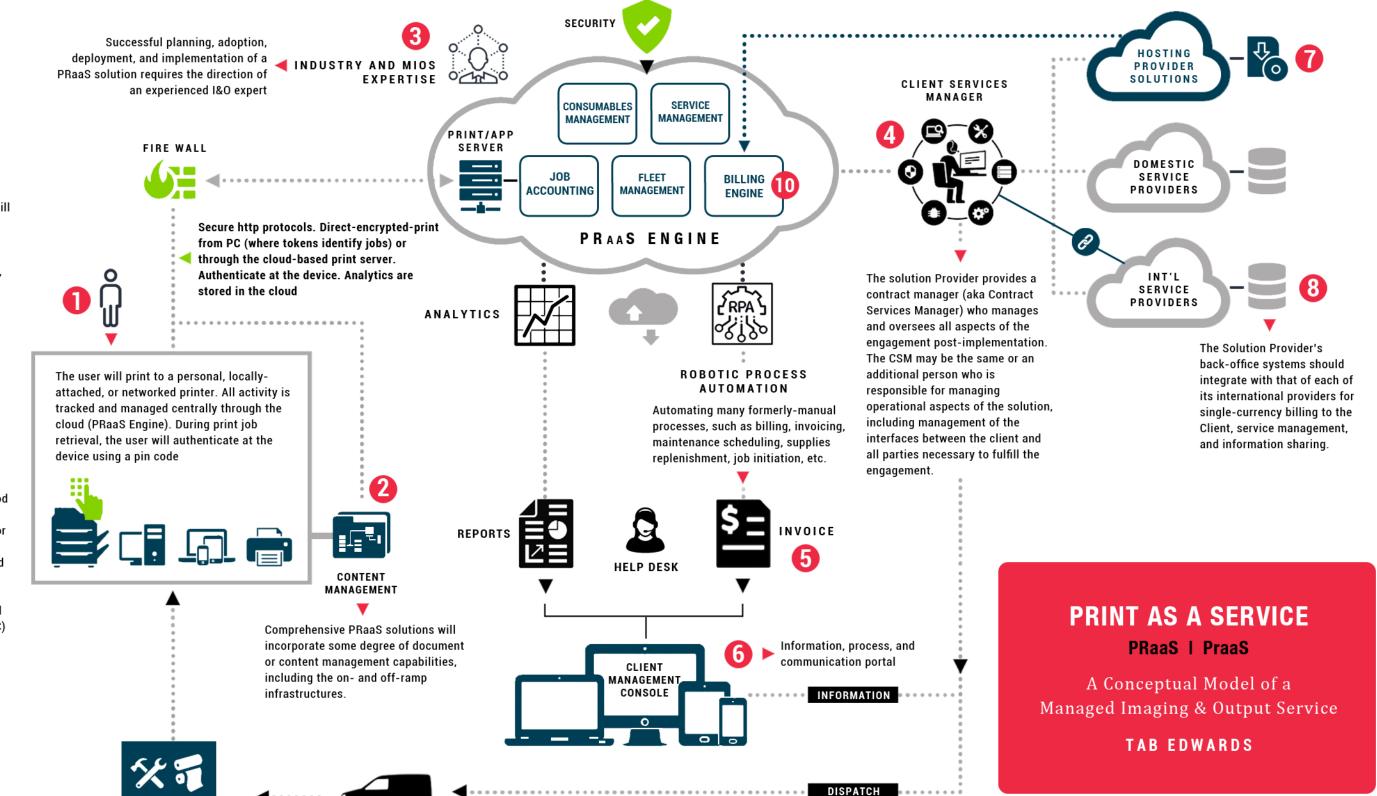


ASSESSMENT

START: The Service Provider will conduct an assessment to determine the areas of waste, high cost, inefficiency, opportunities for improvement, and cost-savings. This effort includes the development of a proposed solution design (hardware, software, services, and deployment model) that achieves the client's purpose, goals, and objectives for the initiative.

EXISTING FLEET

The Service Provider will propose to (A) keep existing hardware in place, manage it, and displace it over some period of time; (B) keep existing hardware that is 3-years-old (or depreciable life) or newer, roll those devices into the managed agreement (own them), and replace older device with new equipment, thereby owning and managing the entire fleet; or (C) displace all existing hardware (excluding specialty devices) and own & manage the entire fleet.



THE LAB **N°33**

INVOICE



Using Robotic Process Automation (RPA) the provider gathers usage data, statistics, application and service usage amounts, service data, consumables information, and other plan variables, and auto- calculates the Client's monthly invoice amount.

CLOUD PROVIDER PARTNER APPS



SERVICE, SUPPLIES, CONSUMABLES

The Client can add applications from any of the cloud hosting provider's hosted partners. The fees for the added applications will be auto-incorporated into the Client's monthly invoice where they will be billed on a usage (utility) basis.

UTILITY BILLING MODELS



Billing under a true PRaaS offering is provided on a "utility" basis, whereby the Client is either: (A) billed on a pure consumption basis (with no minimums, base, or overage charges); or (B) a mobile-phone type usage model whereby the Client chooses an estimated monthly usage volume/payment "plan" and their invoice is adjusted based on any volume under or over that monthly-estimated volume.