



## The Smart Way to Pay for Your AV Technology Solutions

### What is Shield?

**Shield is an exclusive way to pay for audiovisual equipment-as-a-service (AVaaS).**

It is an agreement with added-value that bundles your equipment and support services into a low monthly subscription payment. Shield provides your organization with more freedom, control, and flexibility than any other payment option available; including cash purchases and traditional leasing. Shield, keeps you at the forefront of technology so you can stay competitive, never having to worry about obsolete technology holding you back.

### Is Shield The Right Choice For You?

Shield gives you peace of mind to grow and evolve your AV solutions as your needs grow and evolve. This flexibility is ideal to remaining competitive. Owning technology prevents you from being agile in the market because it lacks that flexibility and can bottleneck your growth.

The way we buy technology has changed. If you are less concerned with ownership and need to focus on outcomes, access, and usage of the technology, Shield, AV equipment as a service, may be for you.

### Benefits of Shield

#### 01. Solution Replacement Guarantee (SRG):

Exclusive to Shield, the SRG protects your technology from becoming inefficient or obsolete. Shield guarantees if your current solution no longer meets your needs or becomes obsolete for any reason, you can install a new system at any time during your term without financial penalty, hidden costs, or rollover balances. Your existing agreement will be completely forgiven.

#### 02. Act of God Coverage:

Life happens; fire, lightning, tornadoes, etc. In the event of a natural disaster, Shield protects you by covering your out of pocket insurance deductible on the damaged equipment.

#### 03. Bundled Maintenance & Support:

Protection without financial burdens. Lock the cost of your vendor's support agreement at today's labor rates for the duration of your term. Shield makes adding multiyear support seamless by bundling it into your monthly payment.

#### 04. Financial Benefits:

Shield is an as-a-service subscription payment program for organizations that do not want to own their technology solutions. Shield allows you to preserve cash flow so you can use your capital for revenue generating business activities. And, when considering the time value of money, Shield is often the lowest cost method of procurement.

#### 05. Flexible End of Term Options:

Shield offers multiple end of term options. Renew the agreement with or without the SRG intact, return the equipment, or select a new system. Choose what you need, when you need it. Unlike other payment options, Shield gives you the flexibility to choose at the end of term.