



Midtown Video is an authorized TAMCO Shield, AV-as-a-Service provider



TAMCO Shield®

Audiovisual-as-a-Service

SUBSCRIBE TO THE TECHNOLOGY & SERVICES YOU NEED
WITH INCREASED PROTECTION, FLEXIBILITY AND CONTROL

What is AVaaS?

Shield or AV-as-a-Service (AVaaS) is an exclusive way to pay for your audiovisual solution that bundles your equipment and support services into one low monthly subscription payment. AVaaS provides your organization with more freedom, control, and flexibility than any other payment option available; including cash purchases and traditional leasing. With AVaaS, you remain at the forefront of technology so you can stay competitive, preserve precious capital, and never worry about obsolete technology holding you back.

Benefits of Shield - AVaaS

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. Included in our AVaaS solutions is our support and maintenance services so inefficient technology never holds you back. We are always

here to support you. We lock in the cost of our suggested support agreement at today's labor rates for the duration of your term. Everything is seamlessly included in your one convenient monthly payment.

04. The AV-as-a-Service Difference:

AV-as-a-service is a payment program designed for organizations that do not want to, nor need to, own their technology solutions. But, they'd rather focus on the benefit in having the use of and access to the AV technology they need when they need it, with more flexibility and financial freedom to scale as needs change. With AVaaS, your organization is protected from spending large amounts of after-tax dollars on technology, a depreciating asset. Preserve cash flow and use your precious capital for revenue generating business activities. Lastly, when considering the time value of money, AVaaS is often the lowest cost method of procurement.

Is AVaaS The Right Choice for You?

The Shield, AVaaS program 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 aforementioned flexibility, which can then bottleneck your growth and business goals. Simply stated, the way we buy technology has changed. If you are less concerned with ownership and prefer to focus on outcomes, access, and usage of the technology, the Shield, AV-as-a-Service, program may be the right fit for you. Talk to your system integrator today about our AV-as-a-Service, program today.