

NWN Carousel's As-a-Service Consumption Model for Cloud Services, Comprised of Scalable Investments

The as-a-service revolution: how it's changing the way we do business

Shifting as-a-service model

Company

Past: CapEx investment in a lease or hardware

Now: OpEx for flexible options with Room-as-a-Service and Device-as-a-Service for PCs and laptops with subscription financing & service bundles

Software

Past: CapEx investment in perpetual license software

Now: OpEx for SaaS license control

Platforms

Past: CapEx investment in several Unified Communications and Collaboration platforms

Now: OpEx for PaaS with best-of-breed consolidated approach

2023 & Beyond

As-a-service offers companies efficiencies achieved through on-demand office space, reducing redundancies in their cloud communications and technology stack, lowering risk of a costly security breach and availability of the latest technology.

What is "as-a-service"

The "as-a-service" consumption model, also known as operating expenditure (OpEx), has seen significant growth and evolution in the technology industry. This model is particularly popular for cloud and software services.

"As-a-service" consumption models are a way that products or services are provided to customers. In this model, it's provided on a subscription basis. Customers pay a fee to access and use the product or service, rather than purchasing it outright.

There are several different types of "as-a-service" models, including Software as a Service (SaaS), Infrastructure as a Service (IaaS), and Platform as a Service (PaaS). They allow customers to use the product or service on a pay-as-you-go basis, rather than having to make a large upfront investment to use the product or service.

When you consume technology as a service, you are paying for the use of the technology rather than owning it outright. When the contract for the service expires, you can simply renew the service and get access to the latest version of the technology, rather than worrying about depreciating assets or costly equipment removal.

Evolution from CapEx to OpEx

In the past, IT teams made an up-front capital expenditure (CapEx) investment for on-premises servers. The pricing was predictable and often made on an annual basis (or even for multiple years). With the rise of on-demand, auto-scaling cloud computing services like Amazon Web Services (AWS), Microsoft Azure, Google Cloud Platform (GCP) and others, IT finances transitioned to a pay-as-you-go operating expenses (OpEx) model comprised of shorter-term investments, rather than large, annual commitments.

Key Advantages

NWN Carousel's as-a-service consumption model is 100% integrated into our Cloud Communications Portfolio. Our Devices, Visual Collaboration, Contact Centers, Networking, Security, Unified Communications and Collaboration, and analytics platform allows our customers to benefit from a seamless experience at home or in the office – on a flexible budget.

Considerations for CTOs & CIOs

As-a-Service models have powerful implications during an economic downturn. Organizations will only pay for what they need, avoiding long-term commitments, and underutilized resources.

Cost: Get the resources you need on a pay-as-you-go basis, rather than having to make large upfront investments.

Scalability: The “as-a-service” model is often more scalable, as it allows organizations flexibility.

Flexibility: Allows organizations to easily adjust their resources as needed.

Security: Carefully consider the security of any “as-a-service” solution to ensure that sensitive data is protected.

Integration: Consider how well the “as-a-service” solution will integrate with their existing systems and processes.

Advantages of the “as-a-service” model

- **Enables** OpEx vs CapEx
- **Pay-as-you go**
- **Reduced** upfront costs
- **Greater flexibility**
- **Lowered maintenance**
- **Consolidate** and manage licenses
- **Transition** on-prem to cloud faster
- **Minimize** multiple Unified Communications and Collaboration platforms

- **Increase** security and maintain compliance
- **Experience Management Platform** delivers a unified view

Get Started Today

NWN Carousel is a leading Cloud Communications Service Provider (CCSP) focused on transforming the customer and employee hybrid work experience for commercial, enterprise and public sector organizations. With over 5,000 customers throughout the U.S., NWN Carousel provides integrated unified communications, security, contact center, managed devices, connectivity, and advanced technology solutions—all powered by the Experience Management Platform (EMP).

Learn how NWN Carousel helped MGM International Resorts transition their Visual Collaboration Workspaces to a flexible, hybrid as-a-service model.



[BUILD YOUR AS-A-SERVICE MODEL](#)

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Cloud Portfolio Uniquely Positioned for Today’s Hybrid Work Environment

