Mi Hardware as a service

Your Technology Subscription

Mi Hardware as a service

Much more than just an audio visual distributor, Midwich now offers its latest value-added service, Mi Hardware to you, our Channel Partner.

Following the recent announcement of the new global partnership with Poly and in collaboration with other international brands such as Samsung and LG, your customers can now access state-of-the-art equipment without the large up-front costs associated with an outright purchase.

The exclusive Mi Hardware model enables your customers around the world to pay for Zoom and Microsoft Teams-certified hardware and Mi Support services for a low monthly fee.

An ideal way to build multiple recurring revenue streams is by bundling Mi Hardware with Mi Support services, such as proactive monitoring, which provides more freedom, control and flexibility for your customers.

Mi Hardware provides customers with up to date and innovative technology so they can stay competitive, without the worry of being burdened with obsolete technology.

As a Midwich Channel Partner you can now bring your customers a reliable and seamless Hardware as a Service solution that fits every budget, without compromising quality.

- Tailored, affordable hardware solutions and services that can be globally provisioned
- Reliable, high-quality UC endpoints and displays
- Complete bundles with optional Mi Support services included that you won't find anywhere else
- Reduced risk via extended warranty assurance
- Greater flexibility to scale up or down as your clients business needs change
- Predictable and manageable monthly expense via rental agreement
- Guaranteed loyalty for the duration of the contract term

For more information on how to bring Mi Hardware to your customers, contact: info@miglobalservices.com

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Replacement Guarantee

Mi Hardware protects your customer's hardware from becoming inefficient or obsolete by providing the opportunity to update equipment or install a new system at any time during the term of the contract without financial penalty. If something goes wrong with hardware supplied as part of the rental agreement, our service desk will arrange replacement parts or hardware guaranteed.

Bundled Maintenance and Support

Mi Support is more than 24/5 technical support and advanced parts replacement. We offer your client additional service options bundled within their monthly rental agreement. Our optional advanced proactive monitoring solution tracks the operational effectiveness of your equipment in conjunction with your Zoom or Microsoft Teams environment.

Flexible End-of-Term Options

There are a number of options available to customers:

1. Refresh - upgrade or add to your collaboration fleet at any point during the term
2. Extend - maintain flexibility and continue renting the equipment
3. Own - make a fair market value payment to own the equipment at the end of the rental term

Financial Benefits

Mi Hardware is a 36-month term, with a minimum cost requirement designed for businesses that prefer not to own their technology solutions. This means preserving cash flow for revenue generating business activities.

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SAMSUNG

Samsung QMR Series Edge-Lit 4K UHD LED Display for Business in either 55” or 65”

- Display any content in ultra-high definition with incredibly rich colour on slim, efficient signage
- Engage customers with lifelike images through ultra high definition resolution
- Deliver UHD-level picture quality even with lower resolution content through innovative UHD upscaling technology and unique picture enhancing features
- Dynamic Crystal Color allows viewers to enjoy a wider spectrum of colours, up to one billion shades

LG

LG UH5F Series UHD Signage Ideal for Various Indoor Environments in either 55” or 65”

- Superior UHD quality, slim design,external dust protection
- Resolution 4 times higher than FHD results in more vivid and realistic colour and detail
- Wide viewing angle coupled with the LG IPS Panel provides clear content with no distortion
- Smaller, narrow bezel saves space, allowing for easier installation and a sophisticated design while increasing the immersive experience

For large enterprise requirements, Mi Hardware can be tailored to suit the specific needs of the customer including the term of the agreement, product mix and services covered globally within the rental agreement.

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TRIO C60*

- Smart conference phone for any space
- Increase user adoption via familiarity and consistency
- Start a meeting in just seconds with handy one-touch-join
- Fast, simple control

STUDIO X30*

- Ideal for small rooms and home offices
- Simple setup process and all-in-one design
- Compact, lightweight design easily fits on top or underneath display
- Powerful audio pickup and incredible noise blocking technology allows every word to be heard without distractions

STUDIO X50*

- Ideal for small to mid-size rooms that need all-in-one video conferencing
- Rich, legendary sound with stereo speakers that deliver immersive, room-filling audio
- Dual monitor support ensures you have the ideal set up for many types of rooms
- Be heard clearly with the next generation microphone array

Global Pricing

*Zoom or Microsoft Teams licenses not included.
Pricing shown is approximate only & is the end user monthly cost

BUNDLE SKU	Video Conferencing Applicance	Display	Assurance	£ Pounds	€ Euro	$ U.S. Dollars	$ AU Dollars	$ NZ Dollars
MIHAASPOLX30SAM55	Poly X30 + TC8	LH55QMREBGCXEN	MiSupport-3 YEAR	£87	€97	$114	$158	$193
MIHAASPOLX30SAM65	Poly X30 + TC8	LH65QMREBGCXEN	MiSupport-3 YEAR	£99	€110	$130	$179	$219
MIHASPOLX30LG55	Poly X30 + TC8	55UH5F	MiSupport-3 YEAR	£87	€97	$115	$158	$193
MIHAASPOLX30LG65	Poly X30 + TC8	65UH5F	MiSupport-3 YEAR	£99	€110	$130	$180	$220
MIHAASPOLX30	Poly X30 + TC8	N/A	MiSupport-3 YEAR	£60	€67	$79	$110	$134
MIHAASPOLX50SAM55	Poly X50 + TC8	LH55QMREBGCXEN	MiSupport-3 YEAR	£115	€128	$151	$209	$255
MIHAASPOLX50SAM65	Poly X50 + TC8	LH65QMREBGCXEN	MiSupport-3 YEAR	£126	€142	$166	$230	$282
MIHAASPOLX50LG55	Poly X50 + TC8	55UH5F	MiSupport-3 YEAR	£115	€128	$151	$209	$256
MIHAASPOLX50LG65	Poly X50 + TC8	65UH5F	MiSupport-3 YEAR	£126	€142	$167	$231	$282
MIHAASPOLX50	Poly X50 + TC8	N/A	MiSupport-3 YEAR	£88	€99	$117	$161	$197
MIHAASTRIO	Poly Trio C60	N/A	MiSupport-3 YEAR	£20	€23	$27	$38	$46

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