



WESTCOAST DEVICE SOLUTIONS

At Westcoast Cloud, we're proud to be a Microsoft Gold Partner and we want to help you make most of their products and services.

Westcoast Device Solutions is an effortless way of creating a customisable and scalable device solution. It enables faster growth, greater control, and more sustainable IT.

Our portal has been carefully designed to make it simple for you to provide Microsoft's custom solutions. You can include any product, any service, and any bespoke extras you want, including your own services.

Gold
**Microsoft
Partner**



WHY DEVICE SOLUTIONS?

Get the most from budgets

Give your customers access to higher-end devices, providing a better productivity output, while increasing your total order value and markup.

Brandable quotes

Import your company logo to our portal to have easy downloadable quotes which can be sent directly to your customers.

Predictable pricing

All offers use live pricing for quote building, and per-device costs allow you greater visibility and control.

Your own, personalised package

Select what you need from Westcoast, then add any additional services of your own or from other brands, all included under one quote.

Make use of buying trends

Take advantage of benefits from changes in buying behaviour, from capex to opex.

Sustainability at the forefront

Device Solutions increases the longevity and efficiency of devices through security and warranty support, and by replacing inefficient legacy services with energy-efficient modern versions.

DEVICE SOLUTIONS IS ABOUT MUCH MORE THAN JUST DEVICES

Our catalogue of endpoint solutions helps you offer a customer-centric package, focused on secure collaboration and getting the most out of each device:

- **Discover and Design** – Our portal enables easy quote creation and customisation, with the option to add licensing accessories and services.
- **Simplified IT** – Prepare every device in advance at our configuration centre, delivered to your customers ready to use, or alternatively delivered to you to add your own services.
- **Deployment** – We can handle everything from the removal of old devices to the installation of new ones, with next-day-delivery and deliver-to-desk options available.
- **Optimisation and Maintenance** – Get the most out of new equipment through using proactive management, vendor warranties and active security.

BUT HOW DOES IT WORK?

Want a step-by-step guide of our financial services process?

Look no further.



1. Initial discussions with the end user, and quotes are established using the portal.



4. Acceptance of the offer, and the ordering process starts.



2. Application submitted, with customer preferences integrated.



5. Order completed and payment requested from lender.



3. Finance offer sent, either electronically or through the post.



6. Opportunity to refresh or extend after the primary agreement term has ended.

If you would like to learn more about Westcoast Device Solutions, please send your enquiries to devicesolutions@westcoast.co.uk.