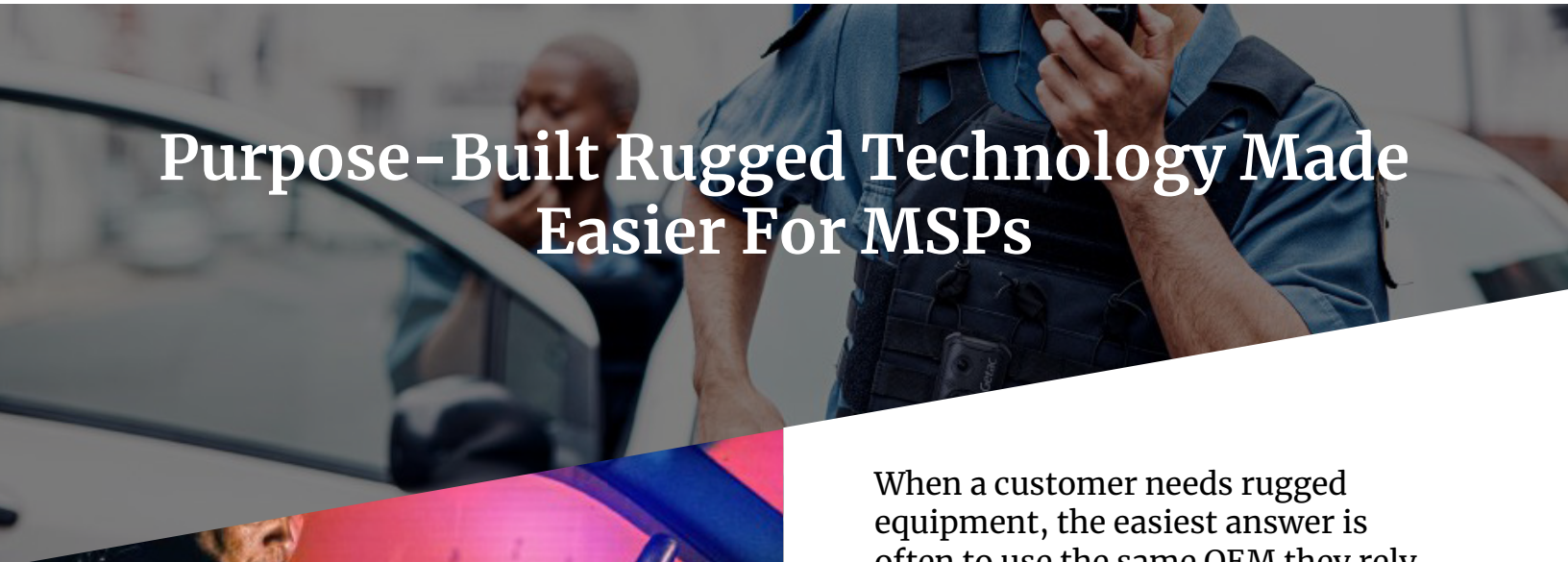
Purpose-Built Rugged Technology Made Easier For MSPs





When a customer needs rugged equipment, the easiest answer is often to use the same OEM they rely on for standard business devices. But technology operating in patrol vehicles, fire apparatus, utility fleets, and other demanding environments should be evaluated differently.

A device failure can mean downtime for the customer and another ticket, swap, escalation, or service call for the MSP.

PCN Strategies helps MSPs deliver purpose-built rugged technology while keeping the customer relationship firmly in the MSP's hands. We provide the expertise, financing resources, technology buyback, and lifecycle planning that can make these projects easier to sell, support, and sustain.



More Than a Rugged Device

The value of rugged technology isn't simply its specifications. It's what greater durability and purpose-built design can mean for the MSP and its customer.



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Fewer Support Disruptions
Reliable field hardware can help reduce failures, replacements, and customer escalations—giving your support team fewer problems to manage.



Stronger Warranty Protection
Eligible rugged devices include a three-year bumper-to-bumper warranty with accidental-damage coverage. Eligible partners may also have access to select replacement parts at no cost, subject to program terms.



Financing Without Becoming the Bank
PCN Strategies can structure financing that gives the MSP payment upfront while qualified customers gain options to spread payments around their budget or defer payment commencement, subject to approval and final terms.

Value From Existing Equipment
PCN can evaluate eligible equipment already in the customer's fleet and apply available buyback value toward the new deployment.

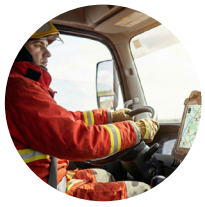
A Path to the Next Refresh
Lifecycle planning can align the technology investment with the expected useful life of the equipment, helping customers plan ahead while creating a clearer opportunity for the MSP's next upgrade cycle.

Where Rugged Technology Makes a Difference

PCN Strategies helps MSPs identify opportunities where standard business hardware may not be the best operational fit.



Law Enforcement
Mobile computers, tablets, and vehicle technology exposed to heat, vibration, weather, and continuous field use



Fire & EMS
Computing and communications equipment operating in emergency vehicles and unpredictable environments



Utilities & Field Services
Devices used by crews working outdoors, around equipment, and across demanding job sites



Transportation & Public Works
Mobile technology supporting personnel and operations where equipment must perform beyond a traditional office setting



Keep the Customer, Add the Capability

You don't need to replace your existing OEM relationships or become a rugged technology expert overnight. PCN Strategies works alongside your team to evaluate the use case, develop the commercial structure, coordinate the technology, and support the lifecycle strategy.

You remain the customer's trusted advisor. PCN helps provide the resources behind the opportunity.

Turn Rugged Technology Into Opportunity

Contact PCN Strategies today about identifying customers whose operating environment, support experience, or upcoming refresh makes them a potential fit for rugged technology.







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