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Value-Adds Hybrid SaaS

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- FBI
- Video

Close More Business PERIOD.

1 Quote 2 Apply 3 Close

Hybrid SaaS

SOLUTIONS AS A SERVICE | powered by BlueStar

Start selling solutions at a low monthly rate! Get paid in FULL upfront!

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Director of Point of Sale

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Hybrid SaaS and In-A-Box Solutions = One Great Package

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DIGITAL DINING

Turns Heads
Turns Tables



BlueStar's Solutions as a Service

We know that SaaS models can be complicated to implement as it traditionally requires a change in business model. That is why BlueStar has teamed up with select financial partners to create a way for our VAR partners to start the transition to offer SaaS-based solutions to end users. This new hybrid solution will allow resellers to obtain upfront payment, along with monthly residuals, allowing VARs to maintain their current business model. Not only will this ensure that resellers earn higher margin on the initial hardware sales, but will also increase sales due to additional business opportunities.

- Solve Sales Comp Plan Issues
- Strengthen cash flow
- Offer Competitive Pricing
- Receive High Margins
- Shorten Sales Cycle
- Sell OpEx NOT CapEx
- Guarantee Future Solution Refresh

Subscription Cycle



Value Proposition	Sales Benefits
<ul style="list-style-type: none"> - Help boost orders and margins - Receive full revenue at time of sale - Higher margin - Quick decision process - Upon Approval, financial company assumes Risk 	<ul style="list-style-type: none"> - Increase value of the sales by improving services attach - Increase customer acquisition & retention - Monthly Subscription w/ \$0 down - Device/System refresh comes at year 3 instead of year 5 or 6 - Simplify subscription cycle with BlueStar Hybrid SaaS



BlueStar SERVICES



Key Injection SERVICES



Tech SUPPORT



Financial SERVICES



GLOBALCARE



VAR.COM

Hybrid SaaS



Our PEOPLE

- Receive full revenue at time of sale
- Higher margin
- Quick decision process
- Upon Approval, financial company assumes Risk

- Increase customer acquisition or retention
- Monthly Subscription w/ \$0 down
- Device/System refresh comes at year 3 instead of year 5 or 6
- Simplify subscription cycle with BlueStar Hybrid SaaS

 BlueStar SERVICES	 Key Injection SERVICES	 Tech SUPPORT	 Financial SERVICES
 GLOBALCARE <small>POWERED BY BLUESTAR</small>	 VAR.COM	 Hybrid SaaS	 Our PEOPLE
 Regional BDM TEAM	 TECONNECT	 In-A-BOX	

What are BlueStar's Value-Adds?



HYBRID SAAS



VARCOM



CUSTOM CONFIGURATION



TECH SUPPORT



BLUESTAR FINANCIAL SERVICES



TRAINING



OUR PEOPLE




EVENTS




NEWS LETTER

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