

2022

The Complete IT Solutions Provider

trams | econocom



Key figures:

- Established 30+ years
- £50million a year revenue
- 40+ personnel
- £3million stock



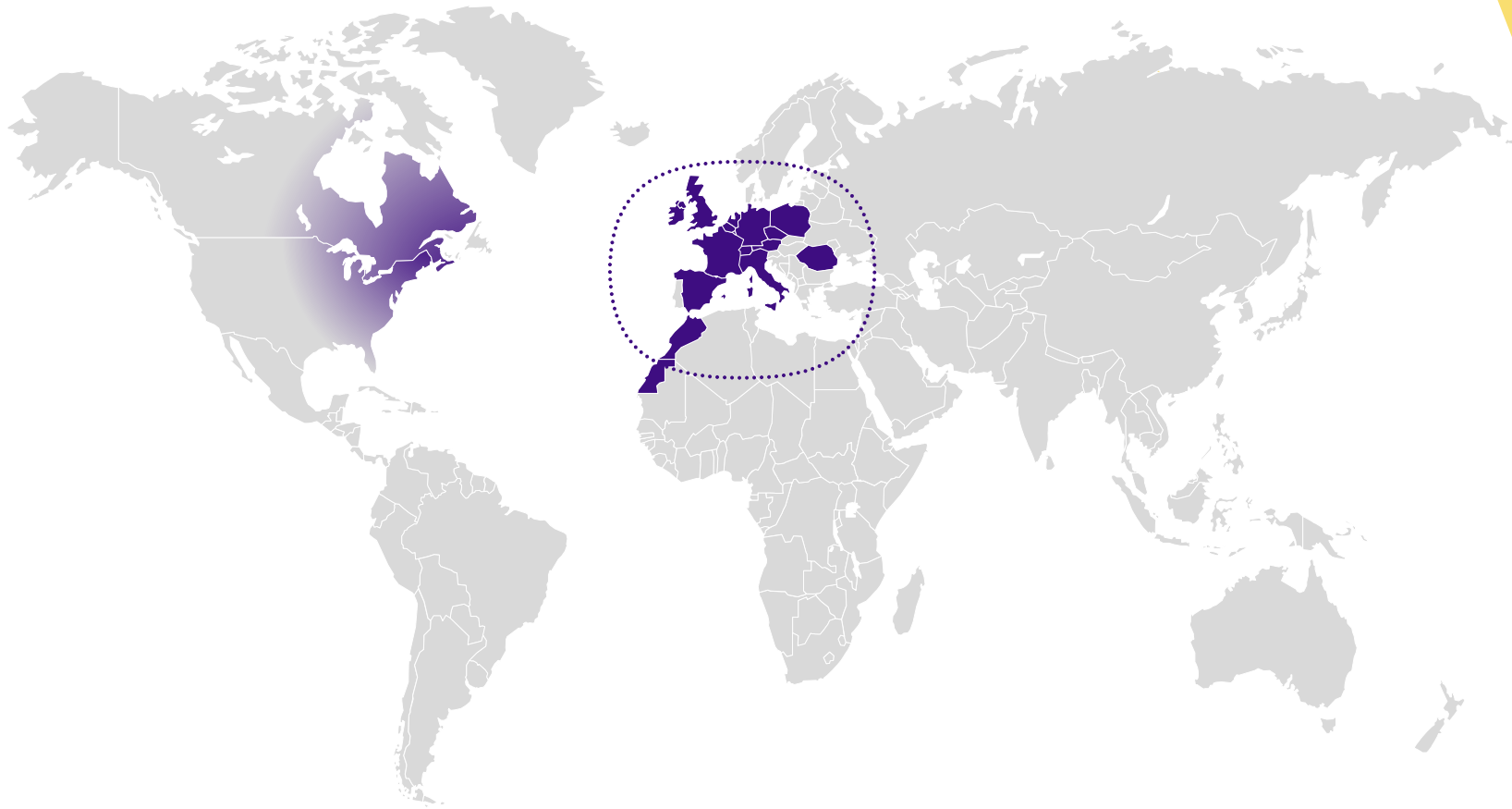
Interesting facts:

- Trams were the 1st Apple UK reseller to supply & install 1,000 Mac Pros at a single customer site.
- Awarded Quantum Reseller of the Year 8 years in a row.
- Multiple FTSE 250 customers
- Total of 1,212 IT repairs in 2021

Trams | Econocom

Trams has grown into an award-winning supplier to a significant number of blue-chip, SME and start-up companies in a variety of business sectors including Media & Entertainment, Finance, Education and Oil, Gas & Energy.

Trams | Econocom is part of the
Econocom Group - Europe's leading
global digital services company



€2.5 Billion

2021 Revenue for Econocom Group

16 countries

Europe, USA, Canada, ...

8,200
employees

49 years
experience

7m
technology assets
under management

Econocom Group, a unique mix of 3 complementary fields of expertise



Equipment

A one-stop shop for sourcing products and turnkey digital solutions.

Distribution, customisation, management, recycling and related services at industrial scale Europe-wide.

Services

Services created and developed to make your digital projects perform.

User environment and infrastructure development outsourcing, business application modernisation, data management, cloud migration, etc.

Financing

Flexible ground-breaking solutions to address the new modes of consumption.

Pay-as-you-go, financing of technology and industrial assets, financing of energy transition, etc.
...completely independent at international scale.

Expert companies...

Independent companies, leaders in their markets, partly or fully owned by Econocom Group.



NETWORKS
& SECURITY



DEVELOPMENT OF
WEB & MOBILE APPS



CLOUD



OPEN
SOURCE



MOBILITY



DIGITAL
SIGNAGE



MICROSOFT
SOLUTIONS



APPLE
SOLUTIONS



GOOGLE
SOLUTIONS

...with a strong ecosystem

Constructors, operators, editors...



Authorised
Enterprise Reseller

ARTEFACT



chrome enterprise



Microsoft



SAMSUNG

vmware®

Trams | Econocom Accreditations

“

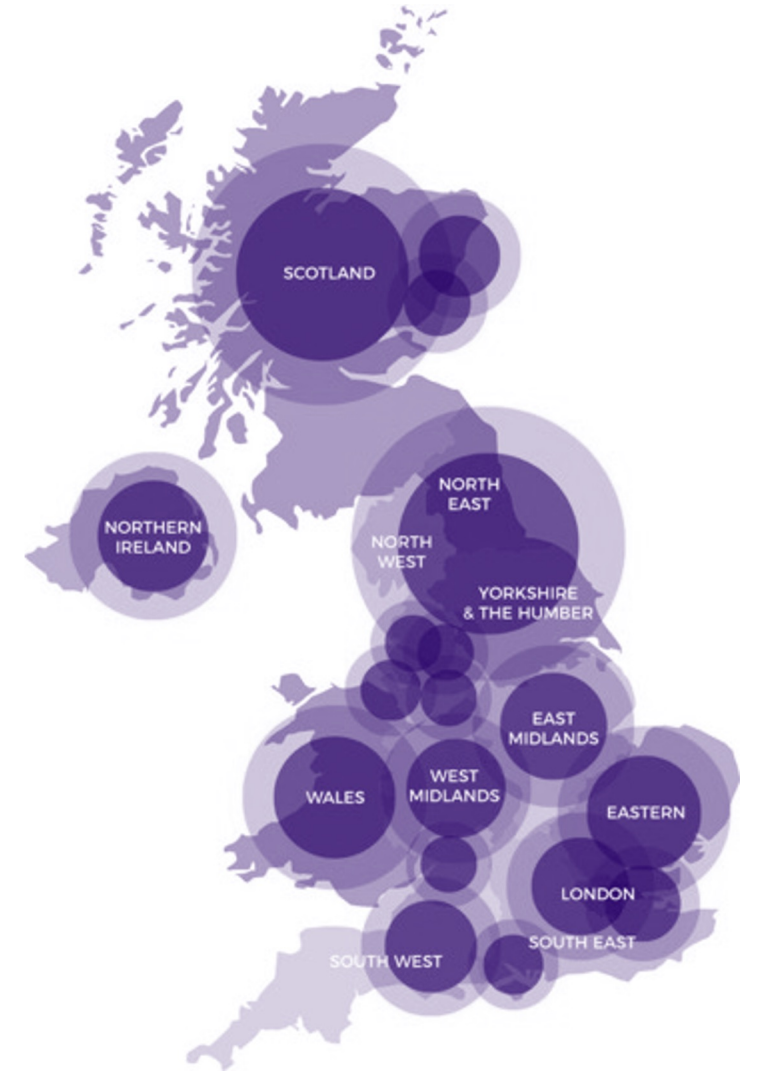
A trusted partner of Quantum for 10 years+, Trams | Econocom have always demonstrated the highest competencies in front of our most demanding Media and Entertainment customers, served by an amazing team of skilled and committed professionals.”

Sales Director , Quantum



Clients

Trams offers National Support and First-Class Service.



Trams | Econocom Awards

“ I cannot express enough how crucial Trams | Econocom are to how we operate at Future Publishing. Without them, being diligent and focused, we would have significantly struggled. No request or challenge is too small for the team, who always think outside of the norm to see how they can help, and always deliver.”

”

Future Publishing



EMEA Media & Entertainment Partner of the Year

- 2011
- 2012
- 2013
- 2014
- 2015
- 2016
- 2017
- 2018
- 2021



EMEA Media & Entertainment Partner of the Year

- 2018



Shortlisted for Technology Reseller Award

- Technology Reseller of the Year 2022



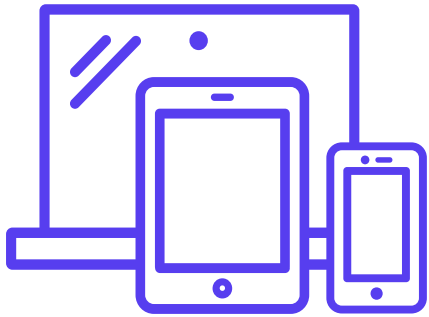
IT Solutions

All your IT requirements from one point of contact

Trams | Econocom - Complete IT Solutions

Consultancy

END POINT



- End Point / Software
- Device-as-a-Service
- Life-Cycle Management
- Repairs
- Device Management
- End Point Security

INFRASTRUCTURE



- Hyperconverged
- Tired Cloud Storage
- Server & Virtualisation
- Disaster Recovery

SECURITY



- Web and Email Security
- Threat Management
- Firewalls
- Data Protection
- Ransomware

CORE



- Cloud Connectivity
- Workflow Automation
- Enterprise Networking
- Media Asset Management
- Networks

Install & Support

Finance

Why Trams | Econocom?

We pride ourselves on understanding the evolving environment of IT and how to help businesses adapt.



Commitment to Customers

Your deadlines are ours; expert account managers and technical support members ensure that working with Trams enhances your company performance. Whether hardware, software or networks we always meet the date required and within the service levels agreed.

How customers describe Trams|Econocom

- Reliable
- Experienced
- Flexible
- Knowledgeable
- Responsive
- Friendly
- Customer Centric
- Dedicated
- Honest



Case Studies

Sky, Future Publishing & Chrysaor



Three phase mixed platform IT refresh programme across Europe, including a range of compatible accessories and dedicated professional services to provide a true zero touch rollout user experience.

Phase 1

- Collect EOL machines from individual addresses
- Deliver 1.2k new MacBook Pro's
- New devices DEP enrolled to Jamf and asset tagged
- MacBook's preconfigured with Self-Service App management installed
- Old equipment data cleansed to Blancco Certification and documentation provided showcasing hard-drive destruction

Phase 2

- Repeating Phase 1 across Europe with circa 4k new MacBook Pro's

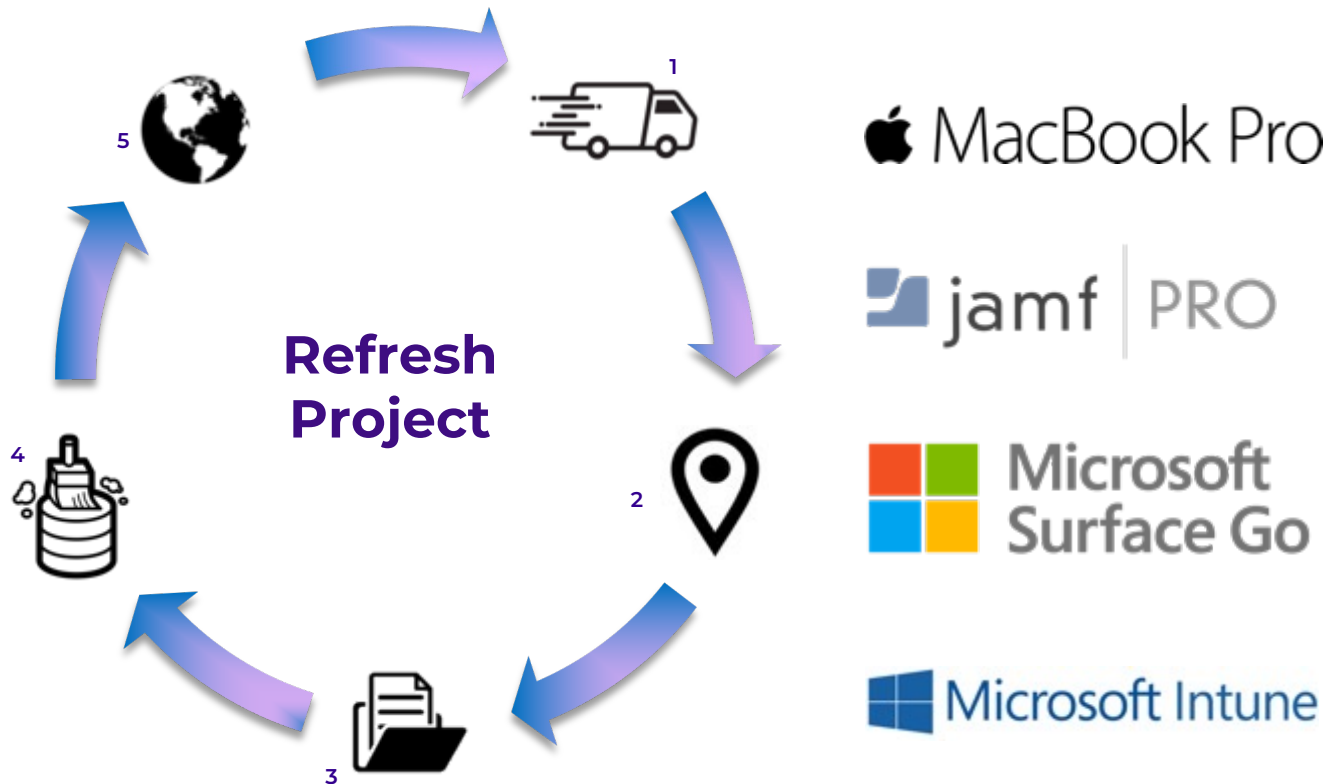
Phase 3

- Repeating Phase 2 with HP laptops
- Circa 25k HP laptops to be delivered to Sky personnel
- White glove AutoPilot enrollment into Intune



Future Publishing

Future Publishing is responsible for more than 50 magazines with thousands of employees. Their challenge was to refresh over 1000 enrolled devices across work and personal addresses.



1. Collect EOL machines and replaced with 1,000 new End-Point Devices (Microsoft Surface Go & Apple).
2. Asset tagged all new devices. Delivered new technology to Bath HQ and staff personal addresses.
3. Apple devices enrolled via DEP to Jamf, and Microsoft laptops enrolled to Intune via AutoPilot.
4. EOL devices cleaned to Blancco certification standards. Equipment recycled to assist with Future Publishing Sustainability targets.
5. Provide global software support such as Microsoft Licensing and Cisco Support.

Chrysaor

Chrysaor was founded in 2007 with 200 users, rapidly growing to become the largest producer of oil in the North Sea with 3000 employees.



Challenge	Solution	Result
<ul style="list-style-type: none">• Large IT storage for sub-surface data at primary and disaster recovery site.• Create mobile workforce away from Desktops.• Required sufficient framework for rapidly growing Virtual Machine Infrastructure.• Managing users' hardware and software requirements.	<ul style="list-style-type: none">• Partnered with Dell delivering fast Isilon primary storage and secondary storage platforms across multiple sites.• Moved employees from high powered workstations to hybrid VDI (virtual desktop interface) on Dell VxRail.• On-Prem storage for sub-surface data plus normal day-to-day company files.	<ul style="list-style-type: none">• Virtual login allowed IT to monitor and deal with with bursts of data in one place.• Laptops enabled employees to be mobile.• High-powered Infrastructure meant more employees could analyse sub-surface data quicker and make acquisition decision quicker.



Social Responsibility

We are the Responsible Digital entrepreneur

We innovate to bring our clients services and expertise that support them in reducing their digital environmental footprint.

SIGNATURE OF THE PLANET
TECH'CARE MANIFESTO



OFFERS DESIGNED TO REDUCE
ENVIRONMENTAL OR DIGITAL
FOOTPRINT

CUTTING-EDGE EXPERTISE IN
EXTENDING EQUIPMENT LIFETIMES
AND REFURBISHMENT

OFFERINGS BUILT WITH **PARTNER
COMPANIES FROM THE SOCIAL
ECONOMY**

COMBATING THE DIGITAL DIVIDE
(EQUIPMENT DONATIONS WITH THE
CONNEXION D'URGENCE COLLECTIVE
AND JOINT GIFTS WITH OUR CLIENTS)

We are proud of our robust and sustainable ESG history

- 1973 > Buying/selling second-hand equipment
- 2012 > Signature of the Global Compact
- 2016 > Creation of the first Green offer
- 2017 > EcoVadis Silver Medal (62/100)
- 2018 > Launch of internal programme to measure and reduce the group's environmental impact
- 2019 > Launch of “Digital Women” and signature of the Numeum manifesto
#ReconversionFemmesNumérique
 - > Signature of the manifesto for the inclusion of people with disabilities in economic life (renewed annually)
- 2020 > Signature of the Planet tech'Care manifesto
 - > 2,500+ devices donated during Covid crisis
- 2021 > Nominated for Microsoft Sustainability Award 2021
 - > One of few digital companies signing IMPACT manifesto for a responsible economy
 - > Participation in the landmark Produrable conference



Thank you!

trams | econocom