XMA

FINANCIAL RESILIENCE

Driving Continuous Improvement in Local Government

Optimising operations to enhance quality, reduce costs, eliminate waste, and unlock human potential.

Maintaining Sustainable Public Services

The pressure on council budgets is mounting due to spiking inflation, high energy costs, and increases to the National Living Wage, all while the demand for services continues to rise.

In particular, the growing demand for statutory services such as social care and homelessness support has further exacerbated the financial strain on councils.

Continuous Improvement Strategies

1 Enhanced Financial Management
Implement effective budget controls to minimise waste and optimise expenditure.

2 Resource Allocation
Strategically invest in digital tools and infrastructure to maximise returns.

3 Financial Flexibility
Develop adaptable financial strategies to navigate unanticipated IT vendor price hikes effectively.

4 Reinvestment Opportunities
Redirect savings into advanced digital tools and facility upgrades to enhance employee and resident engagement.

5 Economic Resilience
Ensure environmental and social stability, foster inclusive growth, and promote sustainable resource use.

6 Time & Cost-Saving Technologies
Leverage scalable, secure, and cost-effective solutions to boost efficiency, streamline operations, and digitise public services.

7 Digital Access
Ensure digital equity by bridging the divide through inclusive, equitable access for all residents and employees.

Partner with XMA

Discover how XMA can help you optimise operations to enhance quality, reduce costs, eliminate waste, and unlock human potential.

Read on to find out more ›

IT Asset Efficiency

Reduce IT spend in response to budget constraints and the current economic environment.

Smart Device Refresh

Gain insights into your device estate's performance and save costs with selective refreshes.

Upcycle older devices for VDI and SaaS users, saving e-waste and reducing admin time by 28%.

View Datasheet ⊙

Software License Reduction

Identify actively used, approved, and unapproved applications.

Reclaim unused licenses and cut unnecessary costs.

View Datasheet ⊙

Legacy Support

Containerise legacy servers and client apps to optimise costs while maintaining security standards.

Switch from SAP and Oracle support to third-party alternatives and reduce costs by up to 50%.

Learn More ⊙

Cloud Cost Optimisation

Analyse your cloud usage to eliminate waste and cost.

Realise up to 30% reduction in cloud spend while boosting performance.

Learn More ⊙

"XMA provided us with proof of concept for Zscaler ZIA, which has now been implemented across the organisation. The team at XMA, do their utmost to provide an affordable solution."

Calum McNab
Nature Scotland

Insights to Support Continuous Improvement

"During Windows 11 Readiness Assessments, I use data-driven insights to help optimise application portfolios and minimise device replacements, enabling customers to reinvest savings into automation and continuous improvement"

Sumit Tank
Solutions Consultant

Talk to us today ⊙

Maintaining Sustainable
Public Services

IT Asset
Efficiency

Procurement
Optimisation

Cost-Effective
IT Services

Circular Economy
Initiatives

Social Performance
Goals

Procurement Optimisation

Optimise operations and automate processes to reduce overhead costs, freeing up supply chain personnel.

Optimise Contract Negotiations for Savings

Enhance contract negotiations by utilising our commercial and technical expertise to secure better terms and achieve substantial cost savings.

Learn More ▸

Flexible Financing for Instant Cash Flow

Explore our leasing and purchase /leaseback options to secure a one-time cash injection, enhancing your financial flexibility and liquidity.

Learn More ▸

Tender Management & Price Benchmarking

Trust us to manage tenders and benchmark prices, ensuring compliance, competitive rates, and optimal project value.

Learn More ▸

Automate Tail Spend for E-Commerce Efficiency

Streamline e-commerce with automated tail spend management, reducing costs and enhancing efficiency for low-value purchases.

Learn More ▸

"My experiences with XMA has been consistently positive, and I've found the XMA team to be knowledgeable and responsive."

Douglas Shirlaw
Chief Digital Officer,
Convention of Scottish Local Authorities
(COSLA)

Optimising Contract Negotiations for Government Organisations

"Leveraging my experience in negotiating large-scale software contracts at a major framework body, I bring the same approach to XMA. One example includes reducing renewal costs from £1.9M to £119K for 40,000 users."

Theryn Guy
Head of Software

Talk to us today ▸

Cost-Effective IT Services

Optimise IT operations with XMA Services to enhance quality, reduce costs, and unlock your team's potential.

Unburden IT with Hardware Management as a Service

Let us handle the day-to-day management of device provisioning, delivery, collection, maintenance, and joiner-mover-leaver processes.

Learn More ⊘

Maximise Cost Efficiency with Flexible Resourcing

Align staffing with demand, reduce overhead, and cut unnecessary costs by hiring on-demand and scaling your workforce as needed.

Learn More ⊘

Optimise Efficiency with IT Service Desk Outsourcing

Outsource your IT service desk for expert round the clock support, freeing internal teams to focus on strategic improvement projects.

Learn More ⊘

Subsidised Talent Acquisition & Digital Upskilling

Access impactful, cost-effective AI, data, and cloud talent, while boosting existing capabilities with tailored upskilling programmes.

Talk to us today ⊘

❝

"Since selecting XMA to be our service partner we have seen, through their One-Team engagement ethos and user focus, considerable across the board improvements"

Tania Price
Customer Experience Manager,
Department for Transport

One-Team Ethos: Continuous Improvement to Help Reduce Cost

"In service reviews, we inform our local government customer about AI and Automation innovations to enhance their managed service and improve resident and staff experiences"

Sian Connolly
Head of Service Delivery

Talk to us today ⊘

Maintaining Sustainable Public Services

IT Asset Efficiency

Procurement Optimisation

Cost-Effective IT Services

Circular Economy Initiatives

Social Performance Goals
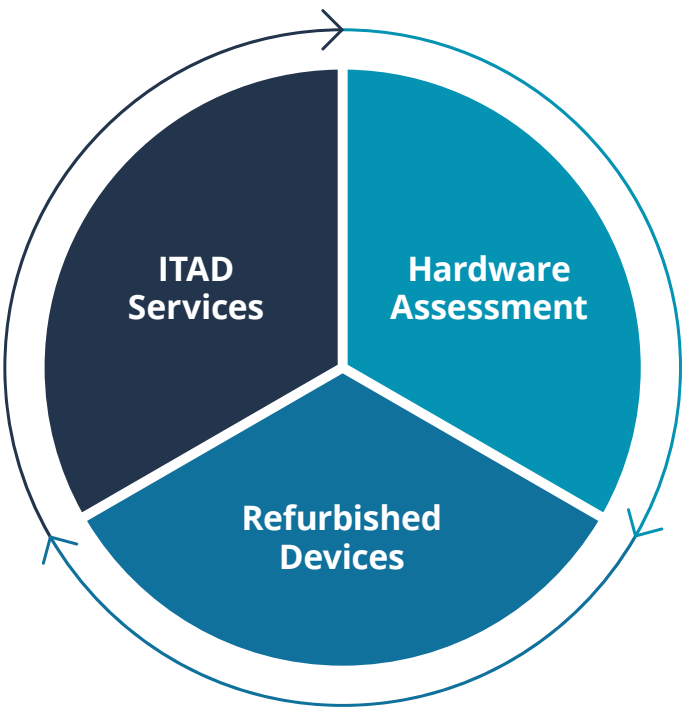
Circular Economy Initiatives

Reduce carbon emissions, promote sustainable resource use, and meet ESG goals while saving costs.

Reuse or Retire End-of-Life Assets

Hardware Assessment: Maximise hardware lifespan, reducing unnecessary purchases.

Refurbished Device: Lower costs and environmental impact, enhancing sustainability.

IT Asset Disposition: Securely wipe data, refurbish, or recycle unusable devices per best practices.

Circular Economy Managed Service (CEMS)

Learn More ⊙

Achieve Energy Efficiency & Cost Reductions

Carbon Impact Monitoring: Evaluate your device estate's environmental footprint.

View Datasheet ⊙

Building Decarbonisation: Realise 20-40% savings on building energy costs and waste.

Learn More ⊙

Occupancy Analytics: Gain insights to optimise space, technology, lighting, and cleaning schedules.

Learn More ⊙

"The Circular Economy approach delivered by XMA proves that what's good for the environment can also have positive business value."

Toni Green
Computing Functional Tower Lead,
London Borough of
Enfield Council

Maximise the Potential of Retired Assets to Fuel Technology Initiatives

"Our expertise in remarketing enables local government organisations to reinvest the value derived from their retired assets back into their IT environment"

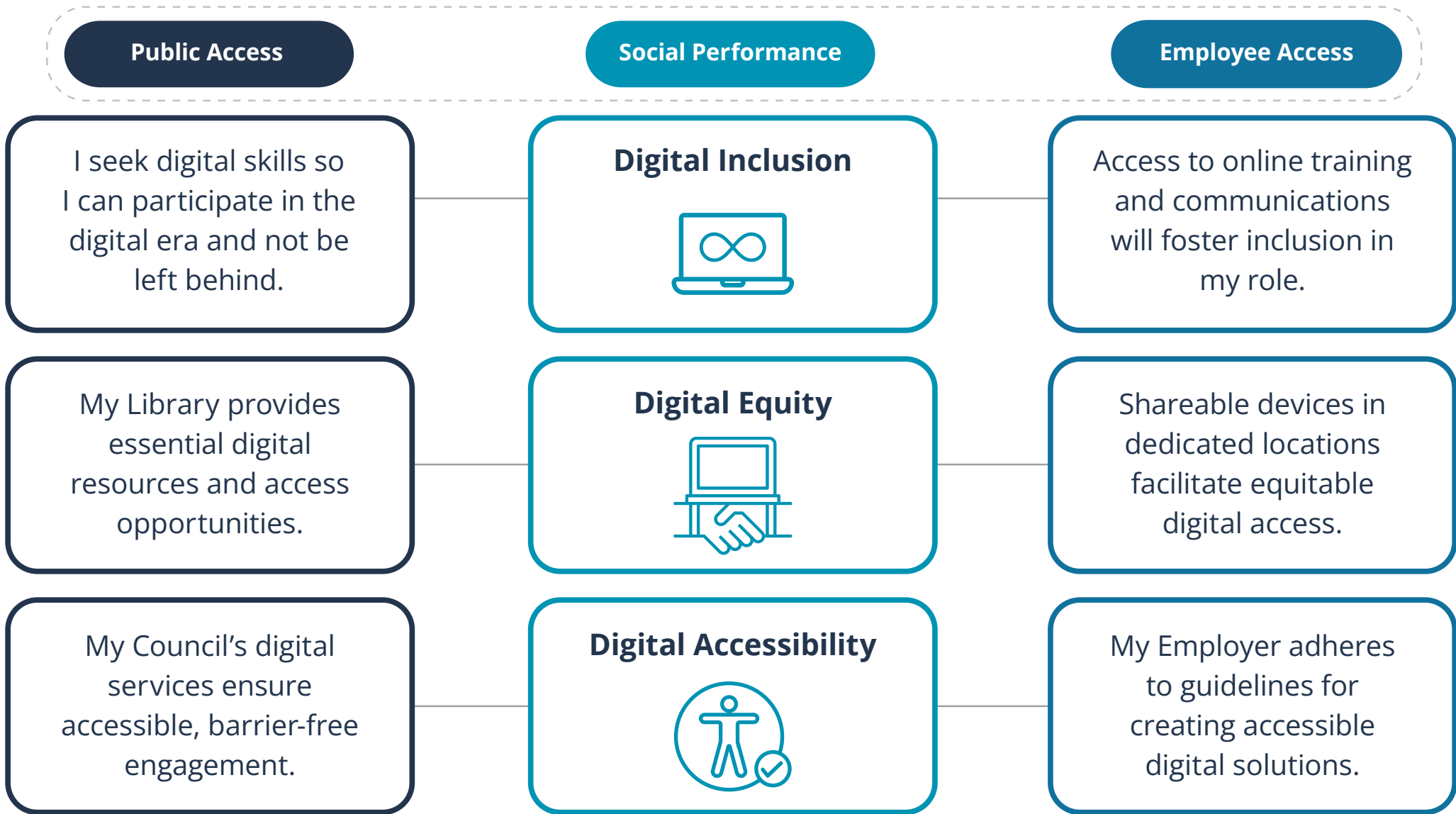**Luke Bennison**
Head of Circular Economy

Talk to us today ⊙

Maintaining Sustainable Public Services   IT Asset Efficiency   Procurement Optimisation   Cost-Effective IT Services   Circular Economy Initiatives   Social Performance Goals

Social Performance Goals

With c10 million lacking digital skills and c6.9 million digitally excluded, bridge the digital divide with XMA.

Public Access **Social Performance** **Employee Access**

I seek digital skills so I can participate in the digital era and not be left behind.	**Digital Inclusion**	Access to online training and communications will foster inclusion in my role.
My Library provides essential digital resources and access opportunities.	**Digital Equity**	Shareable devices in dedicated locations facilitate equitable digital access.
My Council's digital services ensure accessible, barrier-free engagement.	**Digital Accessibility**	My Employer adheres to guidelines for creating accessible digital solutions.

Smarter ESG Goals

Change your day-to-day operations for the better with an ESG assessment that align with wider business targets. XMA has the solution for you.

Learn More ▶

"XMA were definitely the right decision to kickstart our journeys towards tacking digital exclusion"

Kevin Rookes
Digital Inclusion Co-ordinator,
Framework Housing Association

Upcycling Older Devices to Bridge the Digital Divide

"Transforming older devices into modern, secure devices allows local authorities to offer low-cost access to online services, reduce carbon emissions, promote sustainability, and meet social performance goals"

Thom Weare
Solutions Consultant

Talk to us today ▶

Why XMA?

Homegrown
We are a private, family run UK-based business.

Award-winning
We are a national award-winning IT reseller.

Public sector approved
We support public sector organisations to achieve cost savings with choice and compliance.

VIEW OUR FRAMEWORKS

Right-sized
We can provide and tailor service solutions for any size project, while maintaining a personal experience for every customer.

Established
We have served thousands of customers over 35+ years in business.

Partner accredited
We have an unrivalled partner accreditation portfolio that means customers have access to best-in-class solutions, always.

With XMA's outcomes-focused philosophy we can make sure that every solution you implement is in alignment with your organisation's goals, and that you have the support you need at every stage of the process.

Get in touch today

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Crown Commercial Service
Supplier

INVESTORS IN PE⬤PLE
We invest in people Standard

disability confident
EMPLOYER