



**tarsus**  
as-a-service



**TIME TO DRIVE  
ANNUITY REVENUE  
AND CLIENT SUCCESS.**

Get a competitive advantage in your market  
with Tarsus-as-a-Service.

# What is Tarsus-as-a-Service?

TaaS delivers traditional IT as a service-oriented solution tailored to your needs through the freedom of the cloud.



Virtual data centres (vDC) hosted by Tarsus Distribution (on HPE)



Hybrid Cloud (via HPE GreenLake)



Security-as-a-Service



Value-added services



Backup-as-a-Service (BaaS)



DR-as-a-Service (DRaaS)

▶ **No one cloud fits all Hybrid future**

▶ **Shared value**

▶ **Virtual Data Centre / vDC**

▶ **Technology Powered by HPE GreenLake**

## Why offer Tarsus-as-a-Service to your customers:

For businesses willing to embrace this model, Tarsus-as-a-Service can increase revenue, customer satisfaction, market reach, and competitive advantage. Trust in a company with a history that spans over 35 years, Tarsus Distribution is the oldest technology distribution company in South Africa - evolving with our partners and clients.



Built on enterprise OEM hardware and software



Data sovereignty



Keep control of your client



Add your services to the offering



Predictable, rand-based billing



Flexibility for you and your end-user



## Why now?

Offering these services to your customers sooner rather than later will help your business:

- 1 Trusted, in country, hosting partner
- 2 Decrease in cost of connectivity
- 3 Hybrid work/work from everywhere
- 4 Utility stability (e.g. Eskom)
- 5 Market requirements
- 6 POPIA requirements
- 7 Ransomware vulnerability
- 8 Lack of skills
- 9 Sustainability

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**80%** of companies have adopted a multi-cloud strategy

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## Your customer's pain points are solved with Tarsus-as-a-Service:

Help your end-users overcome obstacles related to cost, complexity, scalability, security, compliance, integration, access to technology, and flexibility, enabling them to focus on their core business objectives and drive innovation and growth.

### High upfront costs:

Traditional purchasing models often require a significant upfront investment in hardware, software, or infrastructure. TaaS can eliminate or reduce these

upfront costs by offering consumption-based pricing, making the service more accessible to you and your end-users with limited capital.

### Complexity and maintenance:

Managing and maintaining complex IT systems, software, or infrastructure can be challenging for you and your end-users, especially smaller businesses with limited IT expertise.

TaaS can handle maintenance, updates, and technical support, allowing you and your end-users to focus on core business activities without worrying about the technical complexities.



## Scalability:

Scaling IT resources to accommodate fluctuating demand can be difficult and costly for you or your end-users. TaaS offers scalability, allowing your

business and its end-users to easily adjust usage or subscription levels based on changing needs without additional investment in infrastructure or resources.

## Security and compliance:

Ensuring data security and regulatory compliance can be daunting for businesses or end-users, particularly in industries with strict regulatory requirements. TaaS

implements robust security measures and compliance standards, alleviating concerns and reducing the burden of maintaining security and compliance.

## Integration and interoperability:

Integrating disparate systems or applications and ensuring interoperability can be complex and time-consuming for businesses and customers.

TaaS can offer seamless integration with other systems and applications, streamlining workflows and enhancing efficiency.

## Access to advanced technology:

Keeping up with rapid technological advancements can be challenging for businesses or end-users, notably smaller businesses with limited resources.

TaaS provides access to cutting-edge technology and innovation without significant investment in research and development.

## Flexibility and adaptability:

Traditional IT systems or software often lack the flexibility to adapt to changing business requirements or market conditions. TaaS offers flexibility and agility,

allowing businesses and end-users to quickly deploy, scale, or modify their IT resources in response to evolving needs and opportunities.



# 62%

**of organisations list concerns about security, data protection, data sovereignty and costs as top reasons for moving out of public cloud**



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## More about what Tarsus-as-a-Service can do for you:

### Virtual Data Centres (vDC) (hosted by Tarsus Distribution on HPE):

Tarsus Distribution offers Virtual Data Centres (vDC) hosted on HPE infrastructure, which provides your business with scalable and virtualised computing resources, storage, and networking capabilities.

Leveraging HPE technology, vDCs offer flexibility, performance, and reliability, allowing your business to efficiently manage its IT workloads and applications in a virtualised environment.

### Backup-as-a-Service (BaaS):

Tarsus Distribution offers Backup-as-a-Service solutions to provide your business with secure and reliable backup and recovery capabilities for your critical data. De-risking your business by moving

backup copies off-site to the cloud minimises downtime in the event of system failures, disasters, or cyber-attacks.

## Hybrid Cloud (via HPE GreenLake):

Tarsus Distribution facilitates Hybrid Cloud solutions through HPE GreenLake, enabling your business to seamlessly integrate on-premises infrastructure with cloud services. This approach offers the flexibility to scale resources based on demand while maintaining

control over sensitive data. Your business can optimise its IT operations and accelerate innovation by leveraging cloud resources alongside existing infrastructure.

## Security-as-a-Service:

Security-as-a-Service solutions through Tarsus Distribution offer your business comprehensive security capabilities to protect your or your end-user's IT assets, data, and networks from cyber threats.

By partnering with Tarsus, your business has access to threat detection, prevention, and response capabilities to mitigate risks and safeguard your digital assets.

## Value-Added Services:

Tarsus Distribution's centrally located facility in Woodmead offers a wide array of value-added services for manufacturer hardware and software.

and management, custom packaging and labelling, bundling, blistering, USB duplication, and other custom offerings.

We cover services like device staging, printer staging, image deployment, software installation and configuration, technical configuration, asset tagging

By pre-configuring equipment, we streamline project delivery timelines, alleviate logistical hurdles, and ease the burden on businesses, all at competitive rates.

## DR-as-a-Service (DRaaS):

Disaster Recovery-as-a-Service solutions enable your business to recover IT systems and applications in the event of disruptions or disasters. By leveraging cloud-based infrastructure and automation

technologies, our DRaaS solutions replicate critical workloads to secondary environments, ensuring rapid recovery and minimal disruption to your business operations.

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## Why choose TD TaaS:



Utilising the latest tier-one vendor technology and support



Hosted in world-class data centres



With industry-leading vendor infrastructure support



With the best technical capabilities in-house



Access to lower-cost services



Access to the latest products released by leading brands

## The future of the cloud:

The future of cloud and as-a-service technology will evolve rapidly, driven by technological advancements, shifting business demands, and changing consumer behaviours.

Overall, the future of cloud and Tarsus-as-a-Service is characterised by continued innovation, increased adoption, and a focus on delivering value-added services that empower businesses to innovate, scale, and succeed in an increasingly digital and interconnected world.

## Market opportunity:

Based on the numbers from 'Statista Market insights, Financial statements of Key Players', within the market split, there is a 20% opportunity under 'Other'. This means that in 2023, there was \$120m available for the taking, \$150m in 2024, and \$185m in 2025 in market opportunity for cloud and platform-as-a-service.



This ultimately translates into

+/- **20%** potential YoY growth for your business.



## About Tarsus Distribution:

Tarsus Distribution is an innovator in Africa's technology supply chain. We partner with the world's leading IT vendors and the continent's top value-added resellers and systems integrators to deliver customer-centric solutions.

Over the past decade, Tarsus has transformed into a value-added distributor for the digital age. Our diverse and entrepreneurial team leverages advanced technologies to optimise the supply chain, deliver efficiencies to a growing community of resellers, and help channel partners retool their business.

Established in 1985, Tarsus has a rich history in the IT distribution industry. We enable channel partners to deliver world-class business solutions to their clients,

focusing on building a more inclusive ICT industry, creating opportunities for previously excluded people to join the mainstream economy, and building a skills base and business ecosystem to support South Africa's socioeconomic development.

Recognised as a Level 1 broad-based black economic empowerment entity, we are the channel's foremost black-empowered technology solutions partner. Recognised as black-owned, black female-owned and black-designated businesses under the Amended ICT Sector Codes.

## Interested? Let's get together

We're excited to walk this journey with you and look forward to engaging with your business. For more information or to get started with this offering, contact our Tarsus-as-a-Service business unit management team.



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