



melinjo

BUSINESS PRODUCT PORTFOLIO

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NETWORKS AS A SERVICE

Securely connecting your organisation to the world.

melinjo's Network as a Service delivers robust business-grade Internet connectivity while securing the content to and from your employees and devices. Our state-of-the-art firewall and network management, powered by Fortinet, works 24/7 to safeguard your organisation.

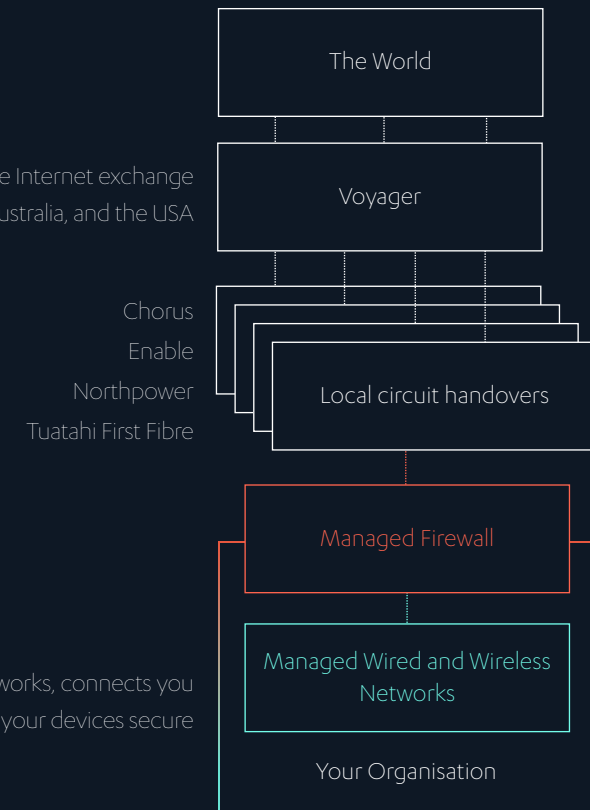
INTERNET

Through a strategic partnership with Voyager, one of Aotearoa's premier ISPs, melinjo can supply high-speed Ultra-fast fibre, VDSL, and fixed wireless connections to organisations across Aotearoa. This ensures organisations of all sizes benefit from reliable and fast Internet access.

MANAGED NETWORKS

In today's digital landscape, merely connecting your organisation to the world is no longer sufficient. It is crucial to provide your employees with reliable wired and wireless network access, secure connectivity to resources, and robust protection against cyber threats while ensuring the safety of your employees from digital harm. melinjo's Network as a Service manages all these critical aspects of your organisation's network, allowing your team to focus on what they do best.

Diverse IP transit using multiple Internet exchange points within New Zealand, Australia, and the USA



melinjo's managed networks, connects you to the world and keeps your devices secure

INTERNET

Through our partnership, melinjo can supply high-speed Ultra-fast fibre, xDSL, and fixed 4G wireless connections to organisations across Aotearoa. This ensures organisations of all sizes benefit from reliable and fast Internet access.

While Ultra-fast fibre is our preferred method of connectivity for our customers due to its high speed and reliability, we also recognise that not everyone has access to this. For those unable to connect to Ultra-fast fibre, we can provide ADSL, VDSL or our new fixed wireless 4G connection.

	MONTHLY COST <small>(ANNUAL COMMITMENT)</small>	MONTHLY COST <small>(NO COMMITMENT)</small>	SETUP COST
ADSL	\$100.00	POA	\$100.00
VDSL	\$100.00	POA	\$100.00
UFB - 300/300	\$125.00	POA	\$100.00
UFB - 1000/500	\$150.00	POA	\$100.00
4G Wireless	POA	POA	POA

MANAGED NETWORKS

melinjo has partnered with Fortinet, a global cybersecurity solutions and services leader. Ubiquiti UniFi is a powerful stack of networking products for SMBs and SMEs, and Cisco Meraki is a leader in cloud-controlled Wi-Fi and switches. This enables our team to deploy, manage and monitor your networks.

	BUY	LEASE (PER MONTH - 3 YEAR COMMITMENT)	MONTHLY MANAGEMENT COST (PER DEVICE)
FortiGate 60F + 3 year license	\$4,546.33	\$163.00	\$25.00
FortiGate 80F + 3 year license	\$6,785.83	\$243.00	\$25.00
FortiGate 100F + 3 year license	\$15,213.39	\$506.00	\$25.00

	BUY	LEASE (PER MONTH - 3 YEAR COMMITMENT)	MONTHLY MANAGEMENT COST (PER DEVICE)
Unifi U6 Lite	\$218.00	\$8.00	\$5.00
Unifi U6 Professional	\$340.00	\$12.00	\$5.00
Unifi U6 Enterprise	\$588.00	\$21.00	\$5.00
Unifi Switch Lite 8 PoE	\$249.00	\$9.00	\$5.00
Unifi Switch Lite 16 PoE	\$434.00	\$16.00	\$5.00
Unifi Switch 24 PoE	\$788.00	\$28.00	\$5.00
Unifi Switch Pro 24 PoE	\$1,485.00	\$53.00	\$5.00
Unifi Switch Pro 48 PoE	\$2,245.00	\$80.00	\$5.00
Unifi Switch Enterprise 8 PoE	\$989.00	\$35.00	\$5.00
Unifi Switch Enterprise 24 PoE	\$1,909.00	\$68.00	\$5.00
Unifi Switch Enterprise 48 PoE	\$3,198.00	\$115.00	\$5.00

	BUY	LEASE (PER MONTH - 3 YEAR COMMITMENT)	MONTHLY MANAGEMENT COST (PER DEVICE)
Cisco Meraki MR44 + 3 year license	\$3,393.99	\$136.00	\$5.00
Cisco Meraki MR46 + 3 year license	\$3,977.39	\$159.00	\$5.00
Cisco Meraki MR57 + 3 year license	\$5,545.71	\$222.00	\$5.00
Cisco Meraki MS125-24P + 3 year license	\$8,767.32	\$351.00	\$5.00
Cisco Meraki MS125-48LP + 3 year license	\$10,311.58	\$380.00	\$5.00
Cisco Meraki MS390-24P + 3 year license	\$13,822.91	\$510.00	\$5.00
Cisco Meraki MS390-24UX + 3 year license	\$23,238.91	\$842.00	\$5.00
Cisco Meraki MS390-48P + 3 year license	\$23,987.66	\$869.00	\$5.00
Cisco Meraki MS390-48UX2 + 3 year license	\$30,082.66	\$1,090.00	\$5.00

NET STEPS

Talk with our team about getting connected and securing your employees and devices. Our seamless process ensures minimal disruption to your organisation's operations while enhancing business continuity.

MORE INFORMATION

FortiGate Firewalls: https://repo.app.melinjo.co.nz/website/hardware-info/fortinet_product-matrix.pdf

Cisco Meraki Access Points: https://repo.app.melinjo.co.nz/website/hardware-info/cisco-meraki_mr-family-datasheet.pdf

Cisco Meraki Access Switches: https://repo.app.melinjo.co.nz/website/hardware-info/cisco-meraki_ms-family-datasheet.pdf

VOICE

A cloud phone system for your organisation.

melinjo has partnered with the world's best technology providers to bring three cloud-based telecommunications solutions to organisations throughout Aotearoa.

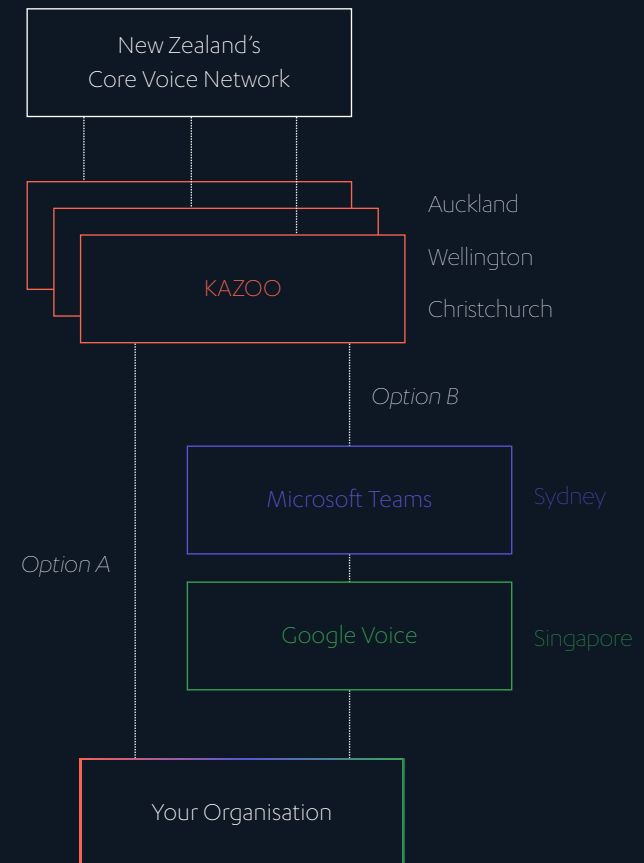
Our core cloud-based telecommunications platform “KAZOO” connects to Microsoft Teams and Google Workspace, enabling your organisation to use our world-leading phone system or integrate into your existing collaboration platform with our Microsoft Teams and Google Workspace interconnect.

WHY MOVE YOUR PHONE SYSTEM TO THE CLOUD?

- Lower cost of ownership and monthly calling
- Utilise our highly available fault-tolerant platform
- Use your existing LAN networks for your voice devices
- Devices work on-site and at home if needed

FEATURES ACROSS OUR CLOUD PHONE SYSTEMS

- Enterprise-grade cloud PBX
- Voicemails & voicemail transcription
- Video conferencing
- Automatic device provisioning
- iOS and Android Apps
- Fax to email and email to fax
- Call groups, hunt groups and follow me



VOICE - HARDWARE - KAZOO

Yealink is a global leader in video conferencing, voice communications and collaboration solutions and is melinjo's preferred provider for hardware. Below is a selection of phones and accessories that work with our KAZOO platform. All phones and accessories have an extended 3-year warranty included in the price below.



VOICE - HARDWARE - MICROSOFT TEAMS

Yealink is a global leader in video conferencing, voice communications and collaboration solutions and is melinjo's preferred provider for hardware. Below is a selection of phones and accessories that work with the Microsoft Teams platform. All phones and accessories have an extended 3-year warranty included in the price below. Renting cost includes Microsoft Teams Phone Standard license for users.



YEALINK MP58 WH
BUY: \$1,025.00
RENT: \$80.00 (PER MONTH)



YEALINK MP58
BUY: \$800.00
RENT: \$75.00 (PER MONTH)



YEALINK MP54
BUY: \$520.00
RENT: \$65.00 (PER MONTH)



YEALINK MP52
BUY: \$375.00
RENT: \$60.00 (PER MONTH)



YEALINK WH66S
BUY: \$600.00
RENT: \$55.00 (PER MONTH)



YEALINK CP965
BUY: \$845.00
RENT: \$75.00 (PER MONTH)



YEALINK BH76
BUY: \$330.00



YEALINK UH36M
BUY: \$115.00



YEALINK UH36S
BUY: \$145.00

VOICE - CALLING PLANS

Whether you buy the phones and accessories outright or through a lease, you will need one of our plans to connect your phones to our cloud voice platform to make and receive calls. Each plan includes minutes for national and mobile that roll over every calendar month, and any overage will bill per minute.

PLAN 1	PLAN 2	PLAN 3	PLAN 4	PLAN 5
Local: FREE National: 1000 Mobile: 500 KAZOO Users: 10 Monthly cost: \$150.00	Local: FREE National: 2000 Mobile: 1000 KAZOO Users: 15 Monthly cost: \$250.00	Local: FREE National: 3000 Mobile: 2000 KAZOO Users: 20 Monthly cost: \$350.00	Local: FREE National: 4000 Mobile: 3000 KAZOO Users: 25 Monthly cost: \$450.00	Local: FREE National: 5000 Mobile: 4000 KAZOO Users: 30 Monthly cost: \$550.00

OTHER COSTS AND INFORMATION

PLATFORM CHARGERS	EXTRA USERS	DEVICE LIMITS	MOBILE APP (MONTHLY COST PER-USER)	DESKTOP APP (MONTHLY COST PER-USER)
KAZOO	\$5.00 per-user a month for any extra users above whats include in the monthly plan	3 devices pre-user	\$5.00	\$5.00
MICROSOFT TEAMS	\$12.10 Per-user for Microsoft Teams Phone Standard.	N/A	Free Microsoft Teams app iOS, iPadOS and Android	Free Microsoft Teams app Windows, macOS

VOICE - 3-WAYS TO PAY

BUY OUTRIGHT + CALLING PLAN

- You own the gear and sign-up for one of our monthly calling plans.
- Standard 3-year warranty on all phones and accessories.
- Calling cost can fluctuate depending on usage each month, we will pair you with the best plan based on your previous phone bill(s).

LEASE + CALLING PLAN

- You lease the phones and accessories for 3 years and sign-up for one of our monthly calling plans. Once 3 years is over you return the phones and accessories and can upgrade to new gear on a new lease.
- Phones and accessories will have a warranty for the lifetime of the lease.
- Calling cost can fluctuate depending on usage each month, we will pair you with the best plan based on your previous phone bill(s).

RENT

- With simple pay-per-user pricing and NZ calling included you won't have any surprise phone bills, giving you full control over your calling costs. With no up-front costs, you can easily add extra users as your business grows.
- You pick the phones you need and we rent them to you with calling included, no upfront investment.
- We will service the phones and accessories for the lifetime of the rental.

NET STEPS

[Talk with our team](#) about a cloud phone system for your organisation. Our seamless process ensures minimal disruption to your organisation while enhancing your team's communication with your customers.



Microsoft 365

Microsoft 365 (formerly Office 365) is a cloud-based suite of productivity and collaboration applications developed by Microsoft. Microsoft 365 is designed for businesses and organisations of all sizes. It includes various web-based applications that provide email, calendar, document creation and collaboration, video conferencing, and other productivity tools.

[Talk with our team](#) about how Microsoft 365 can enhance your organisation's collaboration and communication.

	MONTHLY COST <small>(ANNUAL COMMITMENT)</small>	ANNUAL COST
Microsoft 365 Business Basic	\$9.70	\$116.40
Microsoft 365 Business Standard	\$20.20	\$242.40
Microsoft 365 Business Premium	\$35.60	\$427.20
Microsoft 365 Apps for business	\$15.80	\$189.60
Exchange Online (Plan 1)	\$6.50	\$78.00
Exchange Online (Plan 2)	\$12.90	\$154.80

Google Workspace

Google Workspace (formerly known as Google G Suite) is a cloud-based productivity and collaboration suite developed by Google. The suite is designed for businesses and organisations of all sizes. It includes a set of web-based applications that provide email, calendar, document creation and collaboration, video conferencing, and other productivity tools.

[Talk with our team](#) about how Google Workspace can enhance your organisation's collaboration and communication.

	MONTHLY COST <small>(ANNUAL COMMITMENT)</small>	ANNUAL COST
Google Workspace Business Starter	\$9.00	\$108.00
Google Workspace Business Standard	\$18.00	\$216.00
Google Workspace Business Plus	\$27.00	\$324.00
Google Workspace Enterprise Essentials	\$15.00	\$180.00
Google Workspace Enterprise Standard	\$37.20	\$446.40
Google Workspace Enterprise Plus	\$47.80	\$573.60

Acronis Backup

Acronis protects customers' data, applications, systems and productivity - safeguarding them against cyberattacks, hardware failures, natural disasters and human errors. With backup and recovery solutions for cloud applications, devices and infrastructure, Acronis is the only solution you need.

With data centres in Australia, Acronis Cyber Protect Cloud is the perfect recovery solution for Google Workspace, Microsoft 365 and devices & infrastructure for organisations across Aotearoa.

[Talk with our team](#) about how Acronis can help your organisation back up your important data.

MONTHLY COST PER-GIGABYTE
\$0.65

DEVICES

Quote, set up, hand over - Done!

Through our partnerships with [Apple](#), [HP](#), [Lenovo](#) and [Samsung Displays](#), melinjo supplies business-ready devices seamlessly integrated with cutting-edge management tools [Jamf Pro](#), [Microsoft Endpoint Manager](#), [Google](#) and [Samsung MagicINFO](#). This curated mix allows our team to bring easy-to-use, fit-for-purpose, secure and up-to-date devices tailored to your organisation's needs.

WHY IS DEVICE MANAGEMENT IMPORTANT?

Device management is a critical component of your organisation. It helps ensure that devices are set up correctly, up-to-date, and compliant. The goal is to protect the device, its data, the organisation's data and the network(s) it is connected to while saving time by automating as much as possible.

WAYS TO PAY

Our partnership with [DLL](#), a global asset finance partner, enables your organisation to easily access equipment, technology and software without cashflow constraints.

OUR PROCESS



DEVICES - APPLE

Apple hardware, software and services work together to give you and your employees the power and flexibility to do whatever needs doing. Whether you're a small business or an enterprise, melinjo has been integrating Apple devices and services into organisations across Aotearoa for over 15 years.



Designed to automate device management for you while driving end-user productivity and creativity, Jamf Pro is the Apple device management tool that empowers IT pros and the users they support by delivering on the promise of unified ecosystem management for Apple devices.

COST PER-DEVICE PER MONTH

macOS: \$13.00

iOS/iPadOS: \$6.50

tvOS: \$6.50

WHITE GLOVE

Our white glove service provides customized solutions for our customers, ensuring that their team's devices are fully optimized and ready for use from day one. With white glove, every new team member or device upgrade is handled with care and attention to detail, minimizing downtime and eliminating frustration.

macOS: \$360.00

iOS/iPadOS: \$120.00



DEVICES - GOOGLE

Built for business today, ready for the challenges of tomorrow. ChromeOS it's an essential part of how many employees work. Secure by design, ChromeOS protects users and their data thanks to fast, seamless security updates and intuitive policy enforcement. At melinjo, we have a decade of experience working with ChromeOS and integrated Chrome devices into your organisation.



The Chrome OS Management Console simplifies the deployment and management of Chromebooks across your organisation. With this platform, you can automate device set-up, manage user and device settings, and stay up-to-date with the latest software updates. This ensures that your Chromebooks are running smoothly, freeing you up to focus on your core business functions.

COST PER-DEVICE

Chrome OS: \$129.53

WHITE GLOVE

Our white glove service provides customized solutions for our customers, ensuring that their team's devices are fully optimized and ready for use from day one. With white glove, every new team member or device upgrade is handled with care and attention to detail, minimizing downtime and eliminating frustration.

Chrome OS: \$120.00



LENOVO IDEAPAD SLIM 5I 14"
BUY: \$505.00
LEASE: \$15.00 (PER MONTH)



LENOVO IDEAPAD 3I 14"
BUY: \$296.00
LEASE: \$9.00 (PER MONTH)



LENOVO IDEAPAD 3 11"
BUY: \$270.00
LEASE: \$8.00 (PER MONTH)

DEVICES - MICROSOFT

Experience the power of Windows 11 with its intuitive navigation, easy organisation, and faster performance. Witness a new era of creativity and productivity as we join forces with HP to supply high-quality business computers that are rigorously tested with one goal, to help your staff be more focused, creative, and productive.



Microsoft Intune is a cloud-based mobile device management and mobile application management solution that simplifies the management of your organization's devices, apps, and data. With Intune, you can manage Windows devices from a single console. This means you can enforce policies, apply updates, and secure your devices and apps from one central location.

COST PER-USER PER MONTH

Windows 10 and 11: \$15.10 (Microsoft Intune Suite)

WHITE GLOVE

Our white glove service provides customized solutions for our customers, ensuring that their team's devices are fully optimized and ready for use from day one. With white glove, every new team member or device upgrade is handled with care and attention to detail, minimizing downtime and eliminating frustration.

Windows 10 and 11: \$360.00



HP PRO MINI 400 G9 + 23" HP PRO DISPLAY

BUY: \$1,555.75

LEASE: \$52.00 (PER MONTH)



HP ELITEBOOK 865 G9 16"

BUY: \$2,650.00

LEASE: \$79.00 (PER MONTH)



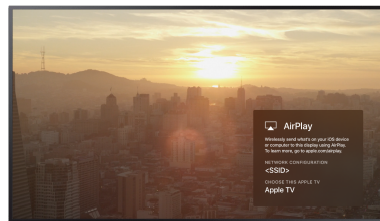
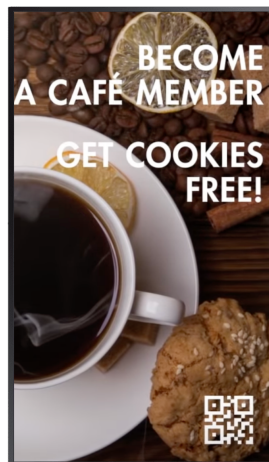
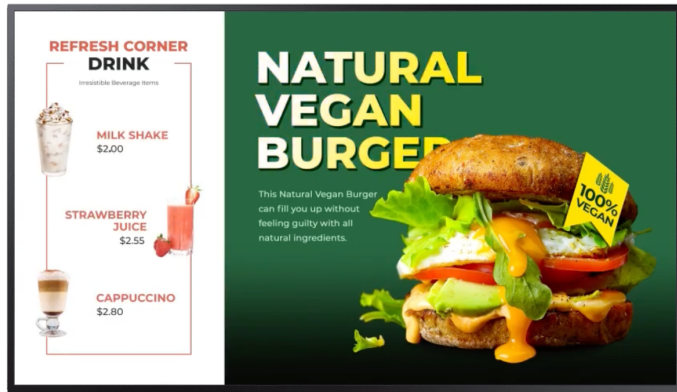
HP ELITEONE 800 G9 ALL-IN-ONE PC

BUY: \$1,950.00

LEASE: \$58.00 (PER MONTH)

DEVICES - DISPLAYS

Elevate the power of displays to enhance your business. With Samsung Displays and MagicINFO, melinjo can deliver solutions for meeting rooms, indoor and outdoor signage, and digital menus. From installation and content creation to publication and monitoring, the team at melinjo can manage devices and work with your organisation on content creation to keep your customers engaged.



	COST
50" Samsung display, soundbar, wallmount and installation	\$1,965.00
55" Samsung display, soundbar, wallmount and installation	\$2,030.00
65" Samsung display, soundbar, wallmount and installation	\$2,375.00
75" Samsung display, soundbar, wallmount and installation	\$3,720.00
ADD ON - WALL MOUNT OR TROLLY	
Fixed wall mount	\$99.00
Swivel wall mount	\$445.00
Electric height adjustable trolley	\$1,400.00
ADD ON - EXTERNAL IO	
Apple TV 4K	\$277.39
Google Chromecast 4K + ethernet adaptor	\$147.20
Microsoft 4K Wireless Display Adapter	\$104.30
	MONTHLY COST (ANNUAL COMMITMENT)
Display Management and Digital Signage	\$5.00



A cloud-based security endpoint solution that provides a secure environment for your organisation to operate.

Cybersecurity is constantly changing. Time favours the adversary. Today's challenges are nothing like tomorrow's. Threats are becoming more and more advanced, leveraging the power of automation. Some wait and react. At SentinelOne, we innovate. Our mission is to defeat every attack, every second, of every day. Our Singularity Platform instantly defends against cyberattacks – performing at a faster speed, greater scale, and higher accuracy than possible from any single human or even a crowd.

CONTROL

- Firewall Control for Control of network connectivity to and from devices including location-awareness
- Device Control for Control of USB devices and Bluetooth/BLE peripherals
- Rogue visibility to uncover devices on the network that need Sentinel agent protection
- Vulnerability Management, in addition to Application Inventory, for insight into 3rd party apps that have known vulnerabilities mapped to the MITRE CVE database.

Monthly cost per endpoint: \$12.21

COMPLETE

- Patented Storyline tech for fast RCA and easy pivots.
- Integrated ActiveEDR visibility to both benign and malicious data.
- 14 - 365+ historical EDR data retention + usable query speeds at scale.
- Hunt by MITRE ATT&CK Technique.
- Mark benign Storylines as threats for enforcement by the EPP function.
- Automated Storyline™ Active Response (STAR) watchlist functions.
- Timelines, remote shell, file fetch, sandbox integrations, and more.

Monthly cost per endpoint: \$18.32

MORE INFORMATION

More information on production versions and available features can be found at: <https://www.sentinelone.com/platform-packages/>.

ONSITE AND REMOTE SUPPORT

On-site and remote support is available when you need it, however you want. Either pay as go or get everything your organisation needs at a fixed price.

OPTION ONE: BREAK/FIX SUPPORT AND PROJECTS - "PAY AS YOU GO"

Leverage our team and expertise and opt into products and services supplied when your organisation needs them.

	COST - PER HOUR
On-site support	\$140.00
Remote support	\$140.00
Windscreen time	\$70.00

	COST - PER KM
Kilometre rates	\$0.95

OPTION TWO: MANAGED SERVICE - "FIXED PRICE PER EMPLOYEE"

A partnership to proactively optimise, manage, and nurture your technology requirements. Our approach revolves around intimately understanding your organization well in advance, ensuring a swift response whenever challenges emerge. Our extensive experience with device deployment, cyber security, collaboration, and communication ensure your organisation has the expertise available to move forward.

	MONTHLY COST - PER PERSON (ANNUAL COMMITMENT)
PLAN 1 Email, email protection and support	\$130.00
Plan 2 Email, email protection, email backup, collaboration and support	\$290.00
PLAN 3 Email, collaboration, voice, device management & monitoring, endpoint protection, email protection, backup and support	\$490.00