



The Guide to a Successful Managed Services Practice - What Every SMB IT Service Provider Should Know...

Erick Simpson

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The Guide to a Successful Managed Services Practice applies some of the most innovative and highly effective Managed Services techniques ever developed, and proven to increase long-term predictable revenue, thereby increasing an IT Organization's value. Leverage MSP University's successful Managed Services concepts - 3 Killer Managed Services deliverables - A Unique Managed Services Sales Process so successful that Clients can't resist signing your Agreements - Pricing your Managed Services deliverables for Maximum Profit - What to do after your Client is sold - Advanced Annuity-Based revenue philosophies. The Guide to a Successful Managed Services Practice includes everything you'll need to: - Transition to a successful, Annuity-Based Managed Services model and Evaluate your existing Clients and calculate what they'll be worth on a Monthly and Yearly basis when converted to Managed Services - Successfully market and sell Managed Services to new Clients - Increase your organization's overall value by transitioning to an Annuity-based Service Delivery model. *Includes nearly 30 downloadable Managed Services Business, Technical, Sales and Marketing Tools, Forms and Collateral! *Bonus: 4 Business-Winning PowerPoint Presentations! *Extra Special Bonus: Recorded Managed Services Webcast download included!

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