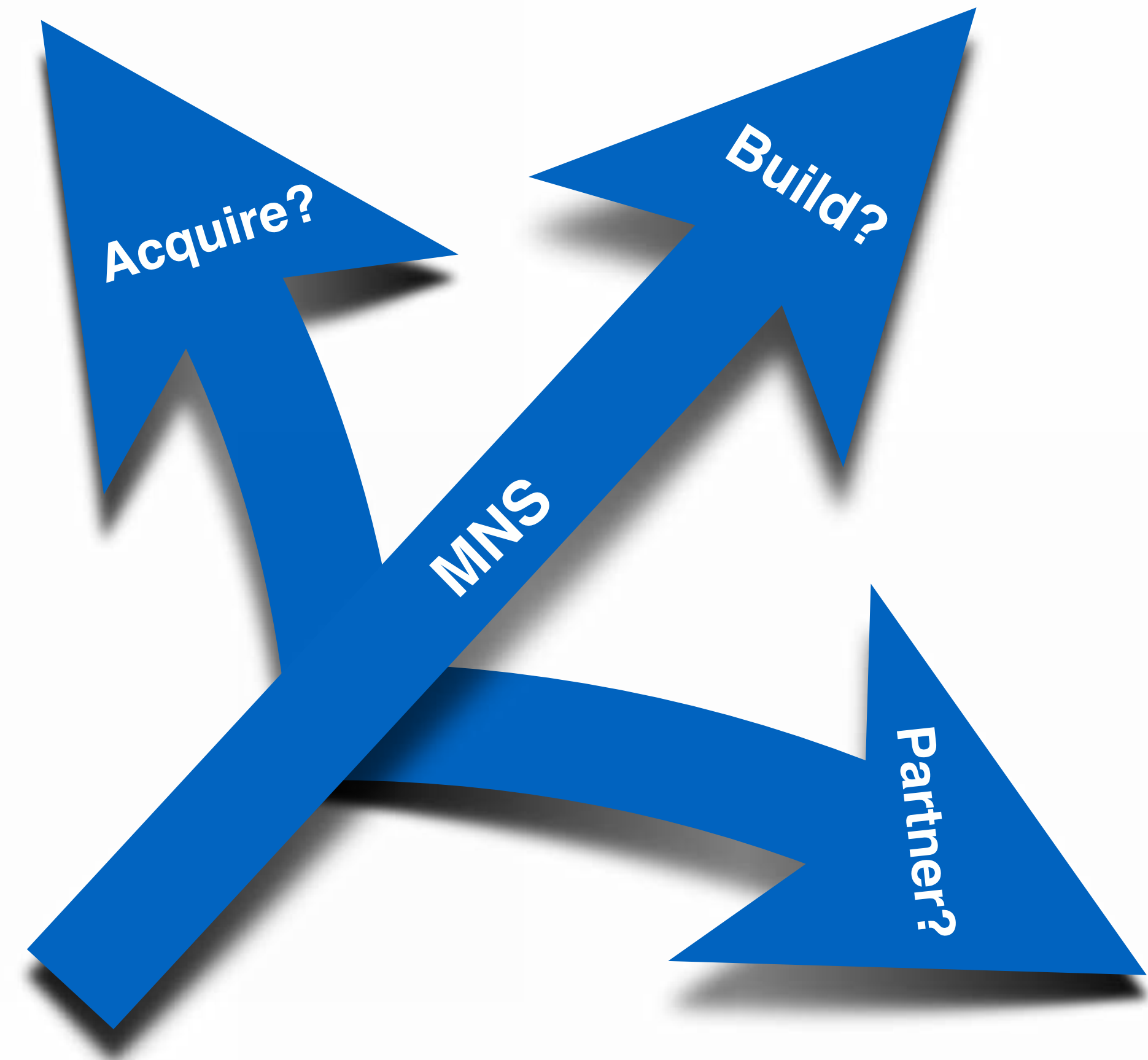


Managed IT Services



Taking the mystery out of the first steps

Why Make Changes ?

Why Make Changes ?

The business is driven by a recurring revenue business model that allows for sustainable revenue streams and greater profitability during times of economic uncertainty

Paper is at the very core of the business process. It is fundamental to transaction, record keeping, administrative process, and communication.

Why Make Changes ?

The business is driven by a recurring revenue business model that allows for sustainable revenue streams and greater profitability during times of economic uncertainty

Display Technologies

Network

Mobility

IoT

Data

“This will change everything” !



It's a Zero Sum World



Michael Morgenstern


Our Historic Business Model

- Equipment based transactions
- Equipment sales drives aftermarket revenue.
- Work the base.
- Print is essential to the operation of the business.
- It's a relationship business.
- Administration is the core.


Our Historic Business Model

- Equipment sales drives aftermarket revenue.
- Work the base.
- Print is essential to the operation of the business.
- It's a relationship business.
- Administration is the core.


Our Historic Business Model

-  Net New Equipment sales drives aftermarket revenue.
- Work the base.
- Print is essential to the operation of the business.
- It's a relationship business.
- Administration is the core.


Our Historic Business Model

-  Net New Equipment sales drives aftermarket revenue.
- Account Intimacy.
- Print is essential to the operation of the business.
- It's a relationship business.
- Administration is the core.


Our Historic Business Model

-  Net New Equipment sales drives aftermarket revenue.
- Account Intimacy.
- Need to understand where Print has value and how much
- It's a relationship business.
- Administration is the core.

Our Historic Business Model

-  Net New Equipment sales drives aftermarket revenue.
- Account Intimacy.
- Need to understand where Print has value and how much
- It's a Knowledge business.
- Administration is the core.

Our Historic Business Model

-  Net New Equipment sales drives aftermarket revenue.
- Account Intimacy.
- Need to understand where Print has value and how much
- It's a Knowledge business.
- Alignment with Customer is core

The Fundamentals

Percentage of net new placements

Service Profitability

Is your G&A in line?

The Fundamentals

Net Profit

Revenue per rep

Equipment to aftermarket Percentage

Services

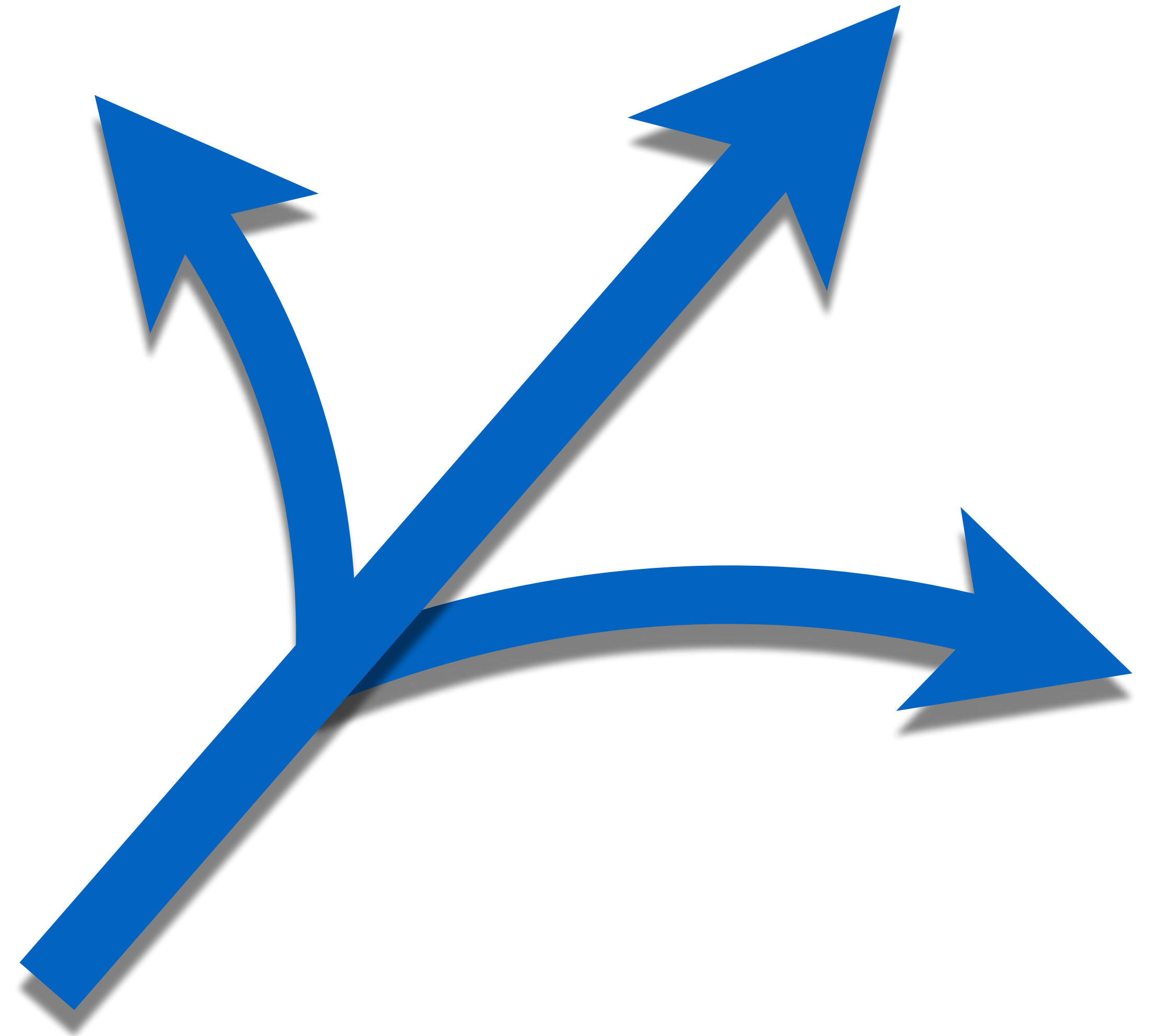
Services

Print



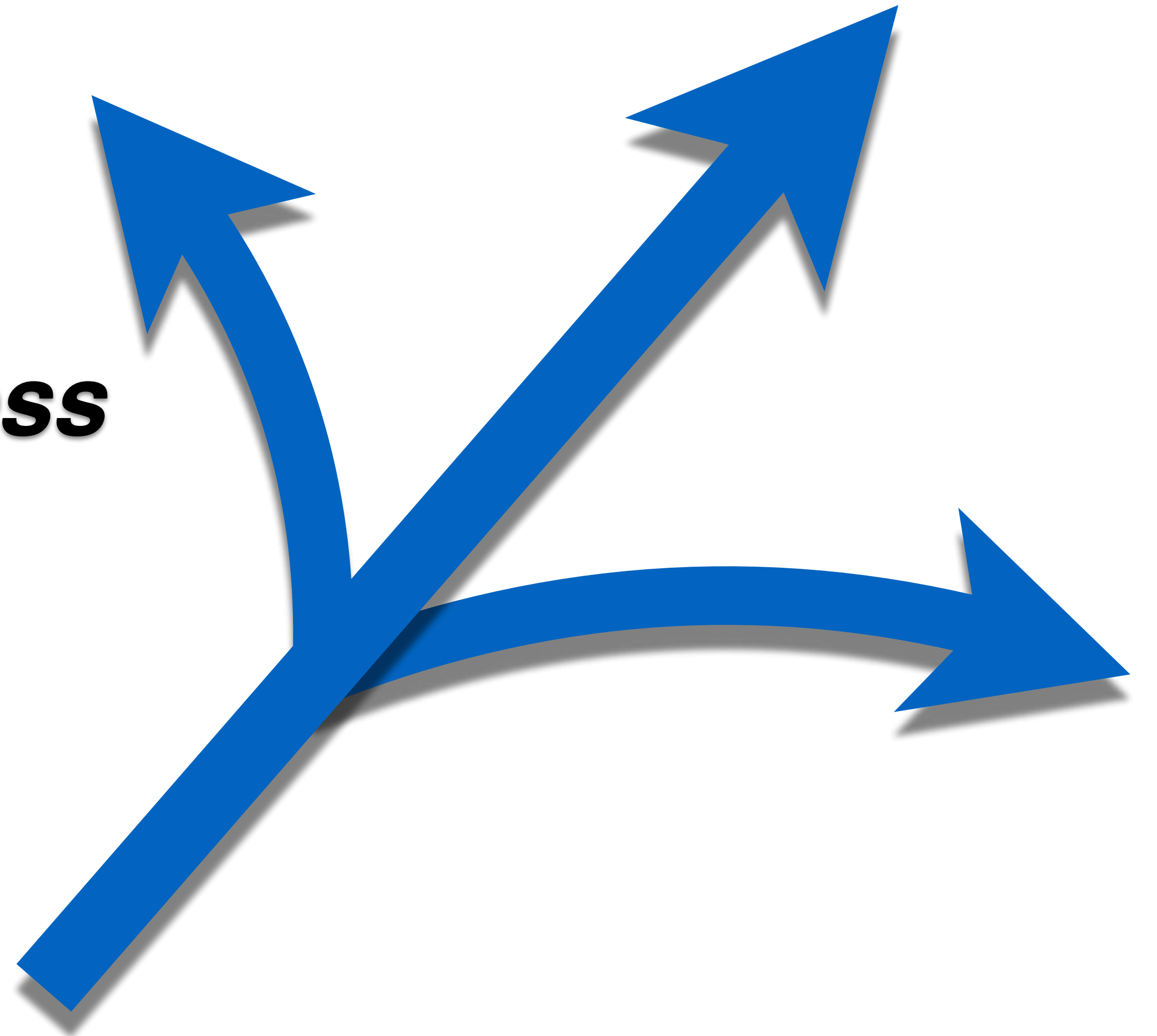
Network

The Apparent Options



The Apparent Options

- ★ ***Start From Scratch***
- ★ ***Acquire an Existing Business***
- ★ ***Partner***



What is the Target Market

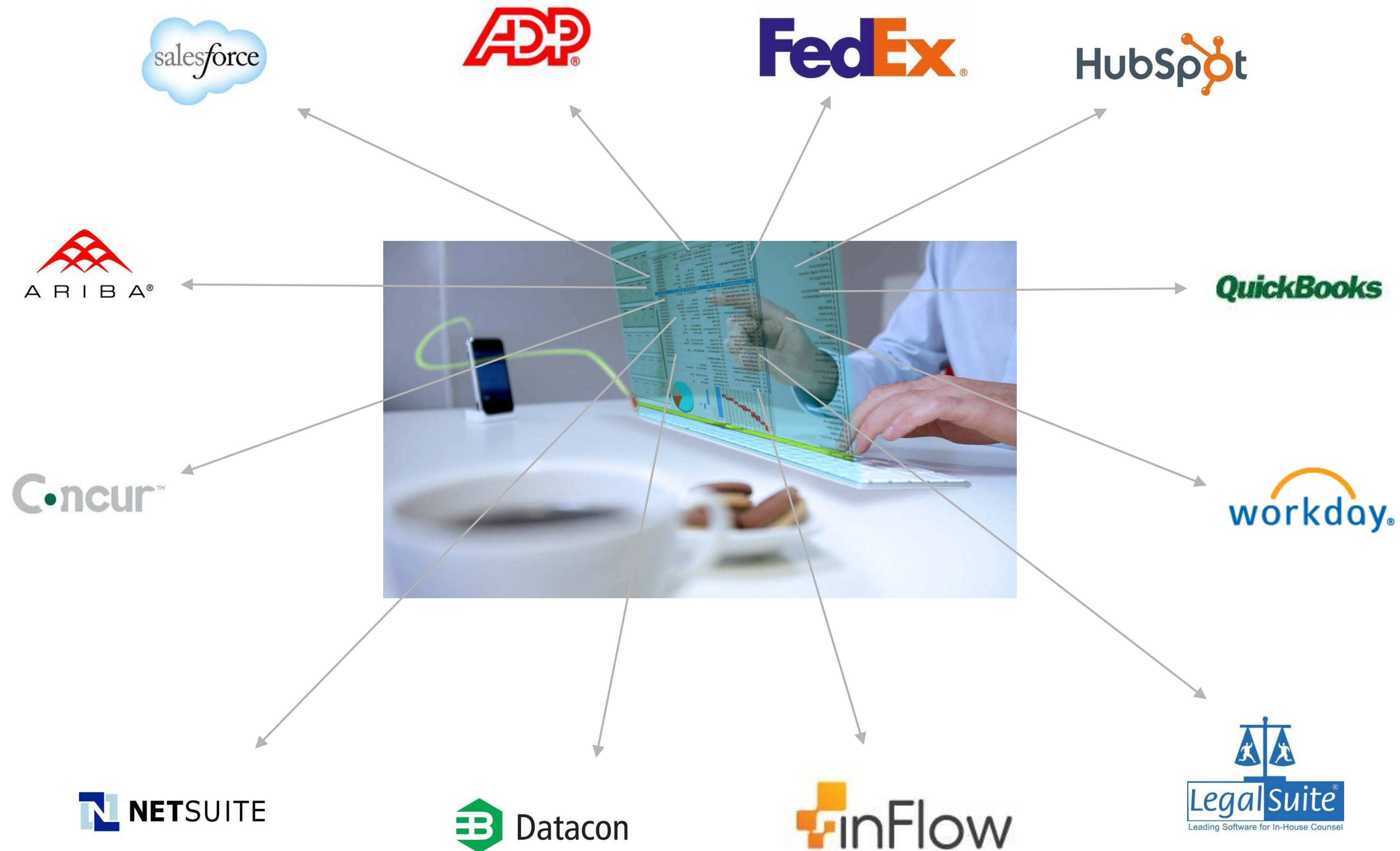
★ **SMB**

★ **10 to 150 employees**

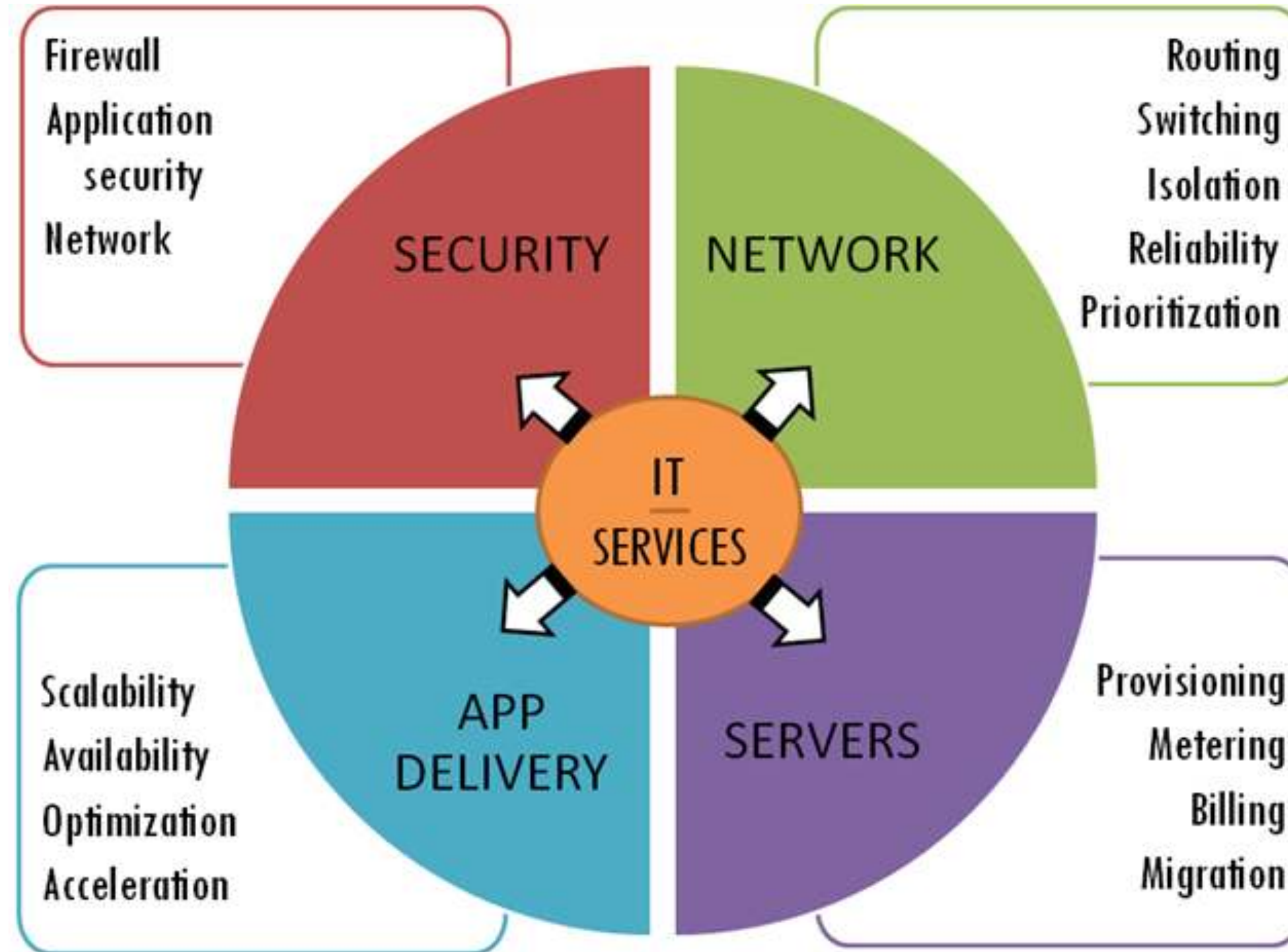
★ **IT is a High Priority to Business**

★ **Not necessarily existing customer**

Typical needs of SMB



Technology Stack



Cost of Entry

*Start from
Scratch*

Acquire

Partner

Thank You !!