

Building the Recurring Model

Now is the time



What's Going On In Your
World Today?

Downward Pricing

Pressure **COMMODITIZATION**

Attracting New Clients

CONVERGENCE



Building a Business Plan



Benefits to a Managed Model

Legacy Building

Transformative Solutions for Your Clients

Creating Stickiness



20 Mile March

Right People on the Bus

Service Revenue Per Tech

Operational Maturity

Partner with Vendors

Get Your Money! — Receivables/Cash Flow



Changing the Sales Organization

Aligning Sales and Strategy — Who Do You Want to Be?

Alignment — Training, Hiring, Reviews, Process, Ops

Change Commission Packages to Incentivize Recurring Sales

Solution Selling vs. Box and Gadget Pushing

What is Your Value Proposition?

Where Do You Fit in Your Clients' Business Objectives?



Pricing Strategies

Node Based Billing

User Based Billing

Cloud Billing

Your Clients' P&L



PRACTICE AREAS



Managed Services



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