

# MANAGED SERVICES CHANNEL PROGRAM

The Perfect Complement To Grow Your Business.



## Your IT Clients Ask for the World. When You Partner With Vertikal6, You Can Deliver IT.

Today, it's simply more cost-effective and efficient for small and mid-sized businesses to move to managed services to meet their IT needs. That's why the sector is booming.

If you're not offering managed services as part of your suite of solutions, someone else will.

**Become the one-stop IT shop today's clients want to work with.**

Vertikal6 can help you do it.

With a world-class technology provider in your corner, you can expand your business opportunities while helping clients succeed.

### MANAGED SERVICES MARKET

Market Size in USD Billion

CAGR 7.90%



Source: Mordor Intelligence

## You Help Your Clients Succeed. Vertikal6 Helps You Succeed.

➔ **Costs go down**  
**25-45%**

Estimated reduction in IT costs after SMBs deploy managed services.

➔ **Efficiency goes up**  
**45-65%**

Increase in operational efficiency.



of IT services partners see increased revenue when they partner with an IT Managed Services company like Vertikal6.

Source: Mordor Intelligence

## The Right Fit to Build Your Client Relationships

Our business and alliance partners have a tremendous upside opportunity when they work with Vertikal6.

No matter your current role, make sure your clients work with technology leaders for the rest of their needs. Vertikal6 adds the piece you need to complete your client's entire IT puzzle. Choose one or all of our solutions that complement your current services.



**Expand your business opportunities. Not your business workload.**

**No additional staff. No new expenses. No hassles. Just new revenue.**

# How Vertikal6 Delivers Success

## BETTER SUPPORT FOR YOUR CLIENTS

-  Deliver up-to-date best practices.
-  Offer data-driven actionable insights.
-  Provide comprehensive data & metrics.
-  Mitigate the biggest risks they face.

## GREATER OPPORTUNITIES FOR YOUR BUSINESS

-  Keep ahead of the technology curve.
-  Stay competitive with gap pricing.
-  Enjoy attractive incentives & discount structure.
-  Start selling immediately.

And that's just the beginning. Learn more about more about how we can support your business.

# Growing Revenue: How Big Is This Opportunity for You?

## AVERAGE OPPORTUNITY METRICS

Deal size: \$58K-156K ARR.

### Year One (average sales cycle is 1-3 months.)

- MaxCare Remote Managed Services \$140 per user (30 users)
- Managed EDR (MDR)
- MaxCare Recover – 1 server with up to 750 GB storage
- MaxCare Aware

### Year Two

Year one total plus:

- Hardware Rental (switch and firewall)
- MaxCare Elevate – Pro Version

### Year Three

Year two total plus:

- MaxCare Protect

Sample Commission Structure			
Solution	Retail Price	Partner Buy Price	Commission
Initial Sale (MRR \$4,885)	\$58,620 ARR	\$46,896 ARR	\$11,652
2 <sup>nd</sup> Year (upsell)	\$73,704 ARR	\$58,963 ARR	\$14,741
3 <sup>rd</sup> Year (upsell)	\$108,444 ARR	\$86,755 ARR	\$21,689



## GET STARTED

Leverage Vertikal6's IT expertise to grow your business. Speak with a Vertikal6 channel partner associate to learn how to do more for your clients while improving your bottom line.

[BEGIN THE CONVERSATION HERE.](#)

401-825-4402

CHANNEL@VERTIKAL6.COM