

PROBLEM

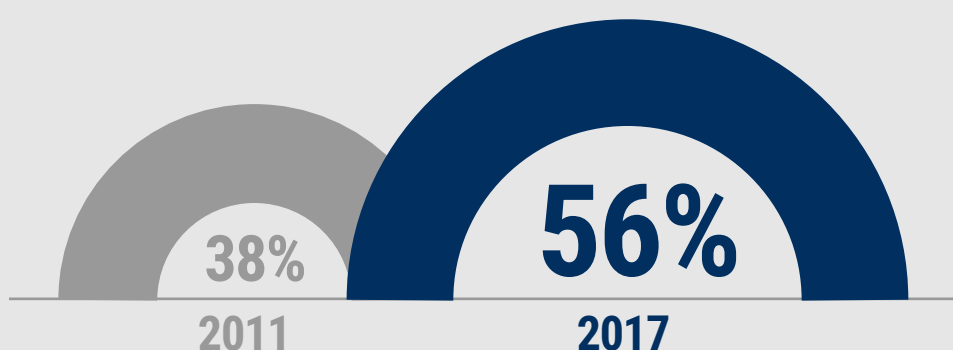
Most tech companies are not optimized for managed services revenue growth

WHY ORGANIZATION STRUCTURE MATTERS

FACT #1

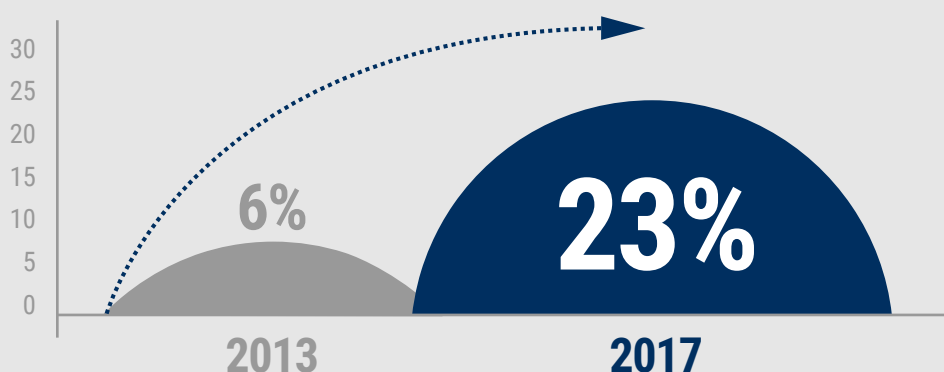
Services are now a top priority for CEOs

In 2011, services revenue was a little more than 1/3 of total tech revenue. In 2017 it is **greater than 50%**.



MS is growing faster than any other service

FACT #2



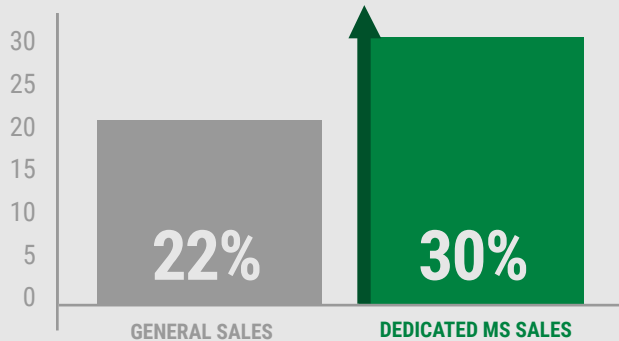
From 2013 to 2017, **managed services revenue grew** from 6% of total services revenue to 23%.

THE AVERAGE NET-NEW MANAGED SERVICES Revenue Growth Rate is **27%**!

SOLUTION #1

Dedicated MS Sales

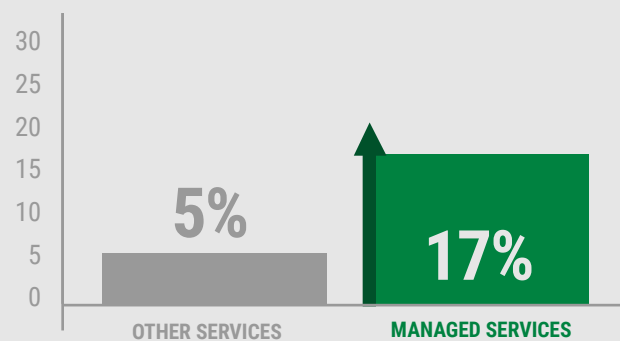
Revenue Growth when using



SOLUTION #2

Dedicated MS Delivery

Operating Income/EBIT when delivered by



SOLUTION #3

Dedicated MS Client Management

Contract Renewal Rate when using

