

PRODUCT BUNDLES

YOUR BUSINESS	Basic	Plus	Extended	Power
	The Basic profile is for the customer who is looking to maintain their business. They are not growing, just maintaining their systems to keep their business stable. The basic customer needs support and security.	The Plus profile is for the customer who is beginning an upward trend and would like to fuel this growth further. Many plus customers are customers who want to establish better processes before they outgrow their current ones. The plus need support, security, strategy, and consulting.	This customer is in the middle of a significant growth spurt. Building out IT framework to help them maintain this growth spurt is what they are looking to do. The extended customer needs support, security, strategy, consulting, and framework.	The Power profile is for the customer who is looking to rapidly grow their business and/or improve margins through operational excellence. This customer wants to take their products and services to the next level and expand all areas of their business. Setting themselves up right and making the most of their technology budget to fuel an expansion is the expectation of the power customer.
Growth	None/Low	Moderate	Steady	Rapid
Market	Not Competitive	Moderately Competitive	Competitive	Very Competitive
Profit Motive	Low	Medium	High	Priority
Recruiting	None	Some	Substantial	Heavy Focus
Retention	Easy to find talent	Few leave the company	Tough	High Turnover
Budgeting	Minimal Need	Low Need	Moderate Need	High Need
Cash Flow	High	Medium	Medium	Low
Strategic Planning	60-120 days	120 days to 1 year	1.5-3 years	3-5 years
Acquisition Activity	None	Has Considered	Has Before	Regular Activity
Compliance Needs	None	Few	Substantial	High
# of Key Applications	1	2-4	5-7	8-10



OUR SERVICES