NETWORK MANAGEMENT AS A SERVICE

Unified Scalable Monitoring for the Managed Services Provider

WHY KASEYA NETWORK MANAGEMENT AS A SERVICE?

Kaseya Network Management as a Service (NMaaS) will help you generate more revenue and add more clients by teaching you how to provide new or improved network monitoring and management services. Based on current client benchmarks, Kaseya's tools and training, combined with our top-tier monitoring solution, can double your monthly recurring revenue with up to 300 percent profit margin. With NMaaS, you can add new, larger clients from prized demographics and find easy up-sell and cross-sell opportunities.

NMAAS TRAINING HELPS YOU INCREASE REVENUE THROUGH THREE COMMON CUSTOMER SCENARIOS

- ☑ Customers experience service interruption that has tremendous impact on their business
- ◯ Learn how to identify issues proactively
- ◯ Use our built-in netflow monitoring for root - cause analysis

- ☑ Productivity is interrupted waiting for the problem to fix itself
- ◯ Eliminate the wait with real-time monitoring and intelligence
- ◯ Collect more data with deep integration into networks and virtual environments

- ☑ Customers are calling you to say there is a problem
- ◯ Immediately pinpoint what is impacted and troubleshoot the issue
- ◯ Communicate the complete business impact by leveraging business containers

Monitoring Built for the MSP

Role-based access for your team and your customers

Business - Focused Monitoring

Monitoring to mirror your clients' business activities

Rapid Deployment

Get your business growing the same day, not weeks later

YOUR CUSTOMERS ARE AT RISK

80%

OF SMALL AND MIDSIZE BUSINESSES LOSE AT LEAST

$20,000

EVERY YEAR DUE TO NETWORK DOWNTIME

WHY SELL MONITORING SERVICES?

- ☑ Network monitoring and management significantly reduces the time it takes to track down issues
- ☑ Customers are moving toward hybrid environments and need more intelligent monitoring
- ☑ Businesses depend on network connectivity for all aspects of communication and operations
- ☑ By monitoring the business, not just the boxes, and you can immediately communicate the business impact
- ☑ Clients have higher expectations about quality network connectivity

Kaseya®

PRODUCT BRIEF

NETWORK MANAGEMENT AS A SERVICE

We want to help you grow.
Call us at +1 415.694.5700

Our highest growth MSPs offer a range of monitoring services. With tiered monitoring services you will be positioned to address larger SMB customers. NMaaS will also extend your current cross-sell opportunities and help reduce customer churn. NMaaS provides you with the materials to communicate business risks to your customers and explains how to provide them with next-level solutions — all while driving additional revenue to your MSP business.

NMAAS PACKAGE BENEFITS

Kaseya's "Network Management as a Service" package brings a scalable, flexible, and easy-to-deploy monitoring solution that's focused on quickly growing your business.

☑ YOU WILL LEARN HOW TO:

- Create predictable bundles with up-sell and cross-sell models
- Market your services using business pain points, not technical jargon
- Successfully position your new NMaaS services in a competitive market
- Educate your clients on the risks of not monitoring and managing their networks
- Build recurring revenue that complements your current business practices
- Win new customers, go up-market, and reduce customer churn

☑ THE NMAAS PACKAGE INCLUDES:

- Brandable marketing and sales content to help you grow your business quickly
- Sales training and playbooks to drive revenue through additional services
- Software licenses with enough client devices to kick-start your new service
- Choice of on-premise or cloud deployment of the Traverse software
- Professional Services engagement to get you up and running quickly
- Online technical product training from Kaseya University

Please contact us to discuss specific pricing for your organization.

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