

Become a Kambium Partner

Cloud changes everything

The change to cloud is a roller coaster, high workload and revenue while everyone moves to cloud IT... then revenue suddenly drops as servers disappear into the cloud.

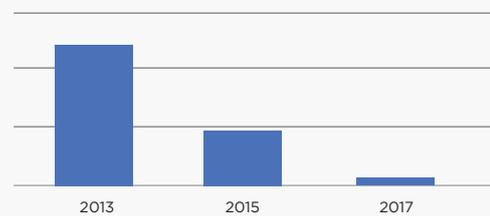
This sudden reduction in engineering workloads is the result of less projects, fewer servers to manage and patch. There are no more servers coming to end of life, fewer version upgrades...

What will drive your future revenue?

IT providers need to have new services ready before losing current monthly recurring revenues. Once clients cancel a monthly spend, it is very hard to recover, especially against "born in the cloud" competitor IT providers.

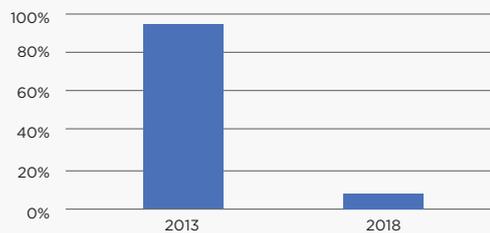
Case Study - what happened in NZ?

Small Business Servers



Small Business Servers have almost disappeared

Exchange Servers



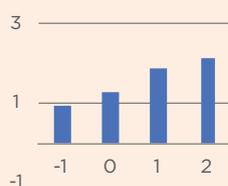
95% of clients had an Exchange server, now less than 10%

What is Kambium?

Kambium enables you to focus end client conversations on business outcomes. It provides you everything you need to sell and deliver advisory, productivity consulting and training for Office 365. It's white labeled so it carries your logo and you own the customer.

What impact would Kambium have on your business?

Grow Revenue



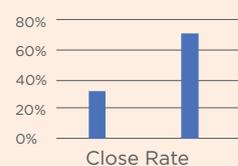
Kambium customers spend more

Retain Clients



Clients using Kambium are 20 times more likely to stay

Improve Win ratio



Quotes with Kambium are 2x more likely to close

Develop non cloud revenue



Rapidly grow revenue that is independent of technology

Finding opportunities is easy

The Best Practice Review (BPR) enables your Advisor to take a client through a structured process to uncover their business needs.

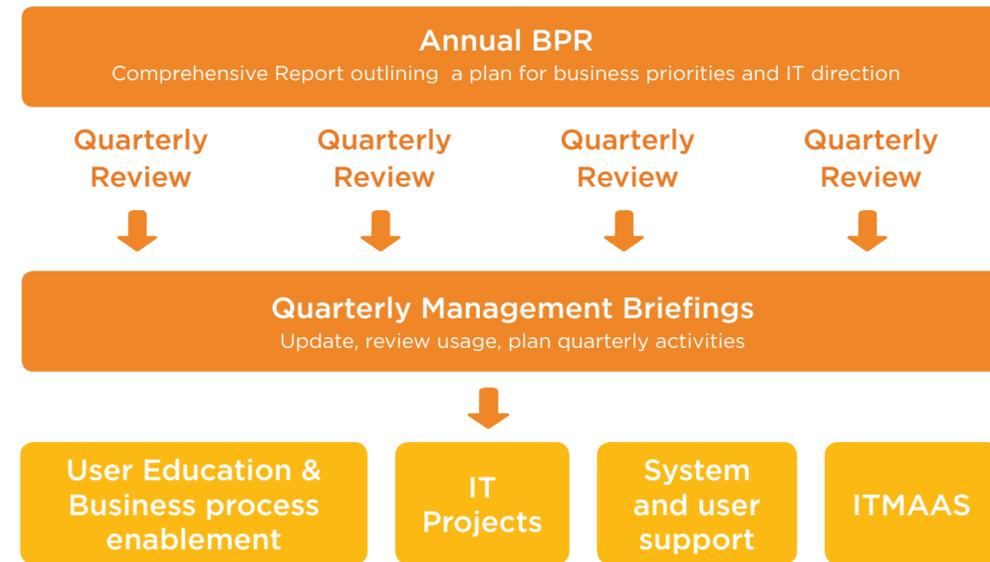
It's not a technical audit or review

Using the BPR web app ensures the process is thorough, efficient and delivers a professionally presented output document. A BPR is typically completed in 16-20 hours.

It reflects your clients priorities, creating a logical requirement for your ongoing services.

The BPR provides:

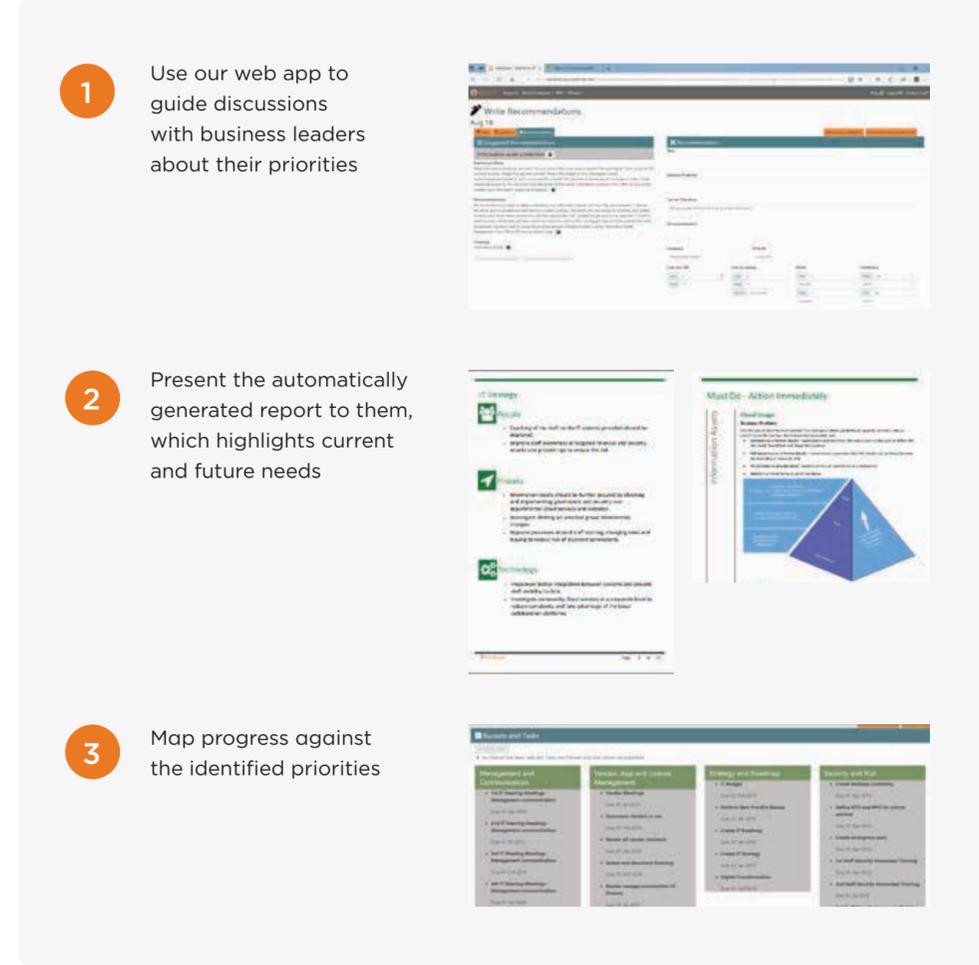
- Clarification on what is and isn't important to the client
- Recommendations reflecting those priorities
- A roadmap of achieving those priorities, including time and budget



Completely change the conversation with your clients

- 1 Use KAMBIUM training material so your coach can help users get up to date, stay up to date, and take advantage of the amazing IT your firm delivers!
- 2 The Kambium Best Practice Review is a rich toolset that enables you to have a business conversation with clients, creating a comprehensive roadmap to drive success in their business.
- 3 This will drive ongoing MSP revenue, and create new advisory opportunities.
- 4 The Best Practice Review identifies priorities and gaps in their IT governance, security, tools and end-user skills.

How the BPR works



What can BPR do for you?

- Identifies the compelling reason for ongoing IT projects, improving your close rate
- Gets you past "lights on" IT and connects you with business leaders
- Drives your future revenue and customer activity to plan
- Protects you against competitor attacks

BPR opens up ITMAAS

- A BPR provides clarity to clients on how they could benefit from a virtual CIO with clear deliverables
- Kambium ITMAAS builds up workplans for you, loads them into Planner™ and even includes guidance and templates for each task to help you be successful

End User Training

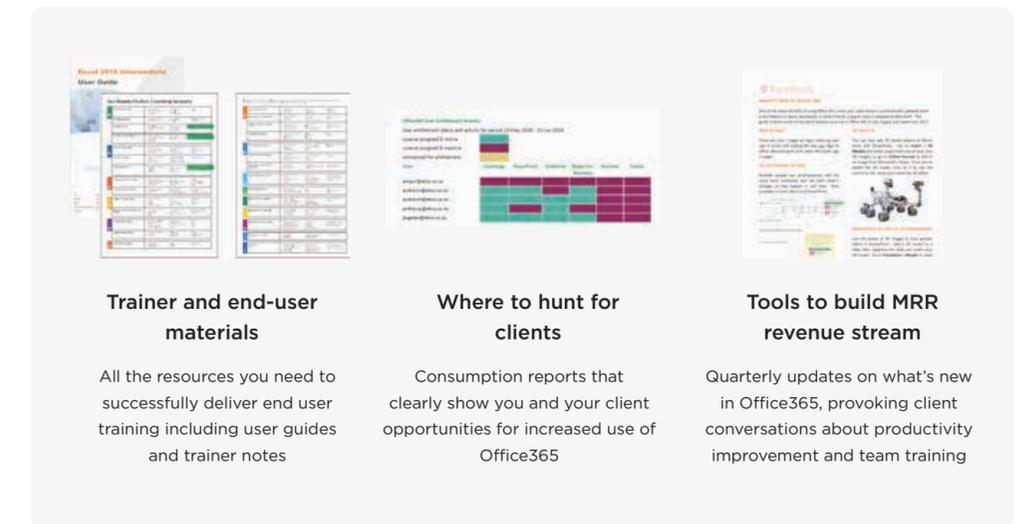
Practical, real world training doing every day work. Trainers go to the client's office for group training and follow up at desks while people do their work.

3 reasons why providing training is a no brainer

1. **Easy add-on revenue.** People need up-skilling in the ever changing software tools they are using
2. **Deepen your client relationships.** Protect yourself against competitors through a deeper, wider relationship with your client
3. **Happy clients.** By 'closing the loop' with end-user training, your implementation projects will be more successful than ever



We provide everything you need to be successful



You don't even need your own in-house trainer

Start without committing to a new headcount by taking advantage of a KAMBIUM certified trainer in your area.

Once your workload justifies, you can recruit your own full time trainer to increase margin

How will cloud adoption affect your business?

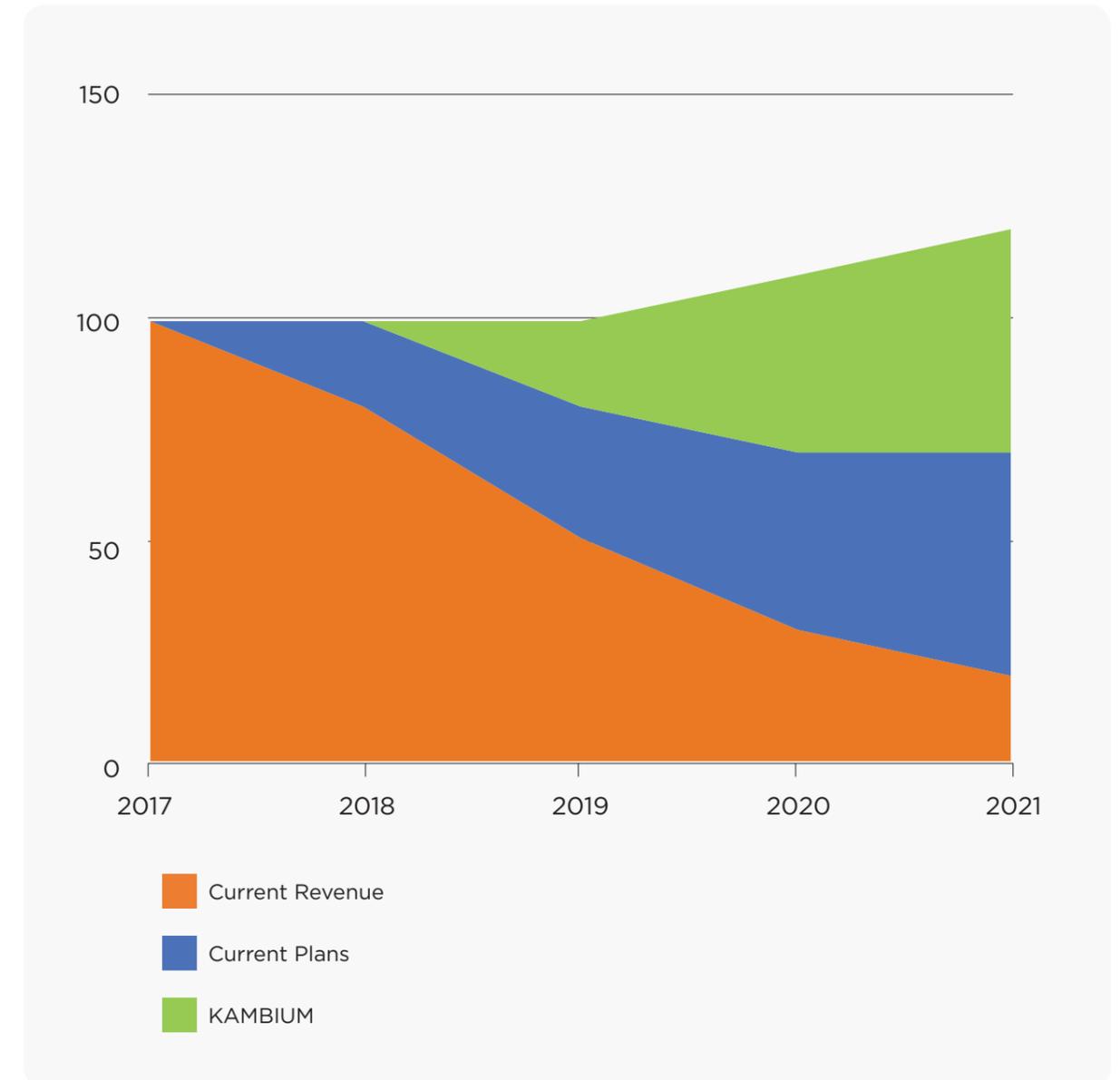
Complete this worksheet to calculate how your revenue will change

	How many did you manage?	-	How many in 3 years?	=	Difference	x	Monthly revenue per SBS?	=	Monthly Lost Revenue
1. SBS Servers	<input type="text"/>	-	<input type="text"/>	=	<input type="text"/>	x	<input type="text"/>	=	<input type="text"/>
2. Exchange Servers	<input type="text"/>	-	<input type="text"/>	=	<input type="text"/>	x	<input type="text"/>	=	<input type="text"/>
3. Other Servers	<input type="text"/>	-	<input type="text"/>	=	<input type="text"/>	x	<input type="text"/>	=	<input type="text"/>
4. Projects	<input type="text"/>	-	<input type="text"/>	=	<input type="text"/>	x	<input type="text"/>	=	<input type="text"/>
5. Other	<input type="text"/>	-	<input type="text"/>	=	<input type="text"/>	x	<input type="text"/>	=	<input type="text"/>
									=
TOTAL MONTHLY IMPACT									<input type="text"/>

OFFSET BY NEW REVENUE STREAMS:	Number per month	x	\$ Revenue each	=	
Plan 1	<input type="text"/>	x	<input type="text"/>	=	<input type="text"/>
Plan 2	<input type="text"/>	x	<input type="text"/>	=	<input type="text"/>
					=
MONTHLY BENEFIT FROM CURRENT PLANS					<input type="text"/>

Best Practice Review	<input type="text"/>	x	<input type="text"/>	=	<input type="text"/>
BPR Uplift effect (clients spend more)	<input type="text"/>	x	<input type="text"/>	=	<input type="text"/>
Training/productivity coaching	<input type="text"/>	x	<input type="text"/>	=	<input type="text"/>
					=
MONTHLY BENEFIT FROM KAMBIUM					<input type="text"/>

What will replace your revenue as hardware disappears into the cloud?



"Kambium has proven to be invaluable as a recent addition to our Managed Services offering. With the increased requirement for face to face training services being demanded by our clients, the discovery of the training material and process Kambium offers has made all the difference. The fact that Kambium are invested in our business and ensuring its success through their training and direct engagement further supports the decision we made to partner with them."

- Aaron Smith, Correct Solutions