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## **Amazon.com: Managed Services in a Month: Build a ...**

Karl W. Palachuk has built and sold two managed service businesses in Sacramento, CA. He is the founder and president of the Sacramento SMB IT Professionals Group, and author of several books, including The Network Documentation Workbook and Managed Services in a Month. Karl has been a featured speaker at conferences and seminars all over the world for more than fifteen years.

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Karl W. Palachuk is the author of many books, including Managed Services in a Month, The Managed Services



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Operations Manual, Service Agreements for SMB Consultants, and the Network Documentation Workbook. Palachuk is the author of one of the most popular blogs on manages services and standard operating procedures for I.T. Consultants.

## **Cloud Services in a Month - Build a Successful Cloud ...**

Popular managed services pricing models in use today offer a range of options for generating revenue. For a startup managed service provider (MSP) or a company transitioning to managed services from another channel business model, pricing ranks among the top considerations along with sales and service delivery. How to price your services is a critical question and one that requires careful ...

## **6 popular managed services pricing models**

Session 1 - The changed managed service model in 2020. Measuring the

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MSP- a study of key measurables in the business – size and investment, support/sales/marketing ratios; speed of growth and addition of new technologies/brands and sectors. How fast is the move to SaaS and managed services in the various vertical markets?

### **MSS Live II - Managed services**

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