



CompTIA.

Managed Services  
COMMUNITY

# Managed Services Community Meeting

October 24, 2013

# CompTIA Anti-trust Statement & some ground rules

CompTIA has a policy of strict compliance with federal and state antitrust laws. The antitrust laws prohibit competitors from engaging in actions that could result in an unreasonable restraint of trade. Consequently, you agree to avoid discussing certain topics in participating at any CompTIA events or activities, including, without limitation, any discussions relating to prices, fees, rates, profit margins, or other terms or conditions of sale (including allowances, credit terms, and warranties); allocation of markets or customers or division of territories; or refusals to deal with or boycotts of suppliers, customers or other third parties, or topics that may lead participants not to deal with a particular supplier, customer or third party.



[www.comptia.org/antitrust](http://www.comptia.org/antitrust)

# CompTIA Meetings 2014

## Annual Member Meeting

April 1 - 3, 2014

San Diego, California

## ChannelCon

August 4 – 6, 2014

Phoenix, Arizona



# Upcoming Managed Service Community Activity

## Managed Services Masters Series: Beyond The Basics, A Masters Level Approach to Selling Managed Services

October 30, 2013, 1:00 p.m. (CT)

It's well established that selling IT managed services is different from selling products or even project-related services. Beyond the obvious difference between tangible items and intangible experiences, selling managed services present a number of additional challenges for IT providers. After a decade of mainstream managed services, we're fortunate to have actual best practices to show MSPs how to sell most effectively. In this webinar, learn about advanced best practices for selling managed services. Hear practical advice for MSPs to significantly increase their sales productivity.





**YOUR OPINION MATTERS!**

**CompTIA Annual Member Survey**

[MORE INFO >](#)

**Help determine our Member Benefits  
and Programs for 2014.**

Look for the Annual Member Survey in your email inbox  
on October 15<sup>th</sup> or visit [www.comptia.org/membersat13](http://www.comptia.org/membersat13)

# CompTIA Research

- ❑ Available to ALL CompTIA members
- ❑ Managed Service Survey to End Users happening this soon!

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CompTIA INDUSTRY RESEARCH  
EXECUTIVE SUMMARIES OF KEY TOPICS 2012-2013



[www.comptia.org](http://www.comptia.org)

# Agenda – Thursday, October 24<sup>th</sup>

- Welcome and Agenda Review**
- Mergers & Acquisitions – Opportunities for some, exit strategies for others and red flags for everyone! --- Steve Alexander, MSP-Ignite**
- Break**
- Roundtables/Peer to Peer Networking**

# Mergers & Acquisitions



Steve Alexander  
President of MSP-Ignite



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**Thank you!**  
**Travel safe!!!**