



MSP Cloud Program

For

Managed Service Providers

SoftSys MSP Cloud Program

- SoftSys is more than just an infrastructure provider, we can be your entire cloud services division or simply offer you the support in areas you're missing.
- We have been selling the cloud for 14 years and have a team of true experts in the field to help you every step of the way.
- SoftSys is already used by dozens of MSPs, telecommunications companies, and other IT service providers as the core for their cloud and/or cloud-based backup and disaster recovery service delivery and/or managed security.

Why SoftSys MSP Cloud Program?

- **Higher Margins** - Typically MSPs will not get more than 15% margin from any of the larger cloud services providers. From SoftSys, margins START at 20%, with many MSPs achieving 40% or greater margins by offering other managed services, upselling additional services, or delivering custom products.
- **Lower Cost to You** - With SoftSys, you don't need to hire the cloud engineers, pay for training or certifications, buy additional support contracts, or build out any of your own infrastructure.

Why SoftSys MSP Cloud Program? ...

- **Get to Market Immediately** - This is a true turnkey solution and does not require you to setup complex systems, go through elaborate training, or pass a certification process. Start making money on selling cloud solutions now.
- **True Partnership, Greater Success** - We truly here work with you to drive mutual success. We can support marketing and lead generation, bring our engineers into sales and discovery calls, host cloud business strategy meetings, or deliver industry insights to your organization. We're here to help every step of the way.

Why SoftSys MSP Cloud Program? ...

- **Custom Product Development** - If you have a common software platform or product set you're offering to your customers, our team will work with you to productize this into an easily sellable cloud product. This can allow immense business scalability at high margins.

Make the Cloud Make Business Sense With SoftSys

In business, it really comes down to numbers and that is where SoftSys offers a clear value. In most scenarios, you won't achieve more than a 15% margin with most other cloud or cloud-based backup and disaster recovery service providers. Not only does SoftSys offer a **higher margin**, we also provide it with **no investment** needed from your side. With any other services provider, you're going to need to go through regular training/certification, hire cloud engineers (you are responsible for all management and support), build marketing programs from scratch, and more.

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	SoftSys	Azure Direct Tier 1 CSP	Azure Indirect CSP	AWS
Commission Payout	20%	15%	12%	7%
Revenue Requirements	None	\$100,000/month	None	\$1,000/month
Required Systems	None	Fully Automated Billing and Self-Provisioning Portal	Customer Billing	None
Required Engineering Staff	None	Dedicated Azure Engineer (\$120,000/year+)	Dedicated Azure Engineer (\$120,000/year+)	2x AWS Certified Architects (\$160,000/year+ Total)
Required Support	None	\$15,000/year for Advanced Support	Support Provided by Indirect Partner	~7% for Business Support
Net Profit (On \$2Mn Annual Cloud Revenue)	\$400,000/year	\$65,000/year	\$60,000/year	None
Time to Profitability	Profitable From Day 1	Profitable After \$1.35 Million in Sales	Profitable After \$1.33 Million in Sales	Profit Would Need to be Driven From Additional Services



Get in touch with us by emailing management@softsyshosting.com to learn more about SoftSys' MSP Cloud Program For Managed Service Providers