



## ADHERING TO INFLEXIBLE PRICING STRUCTURES The most important pricing advice is to be clear and flexible. Where a lot of MSPs make mistakes is being inflexible and rigid in their pricing and offerings. If you can provide the specific services that your customers want and need now, at a price that makes sense for their business, you will prove your value and build a great relationship – opening the opportunity to upsell and cross-sell as their organization grows.

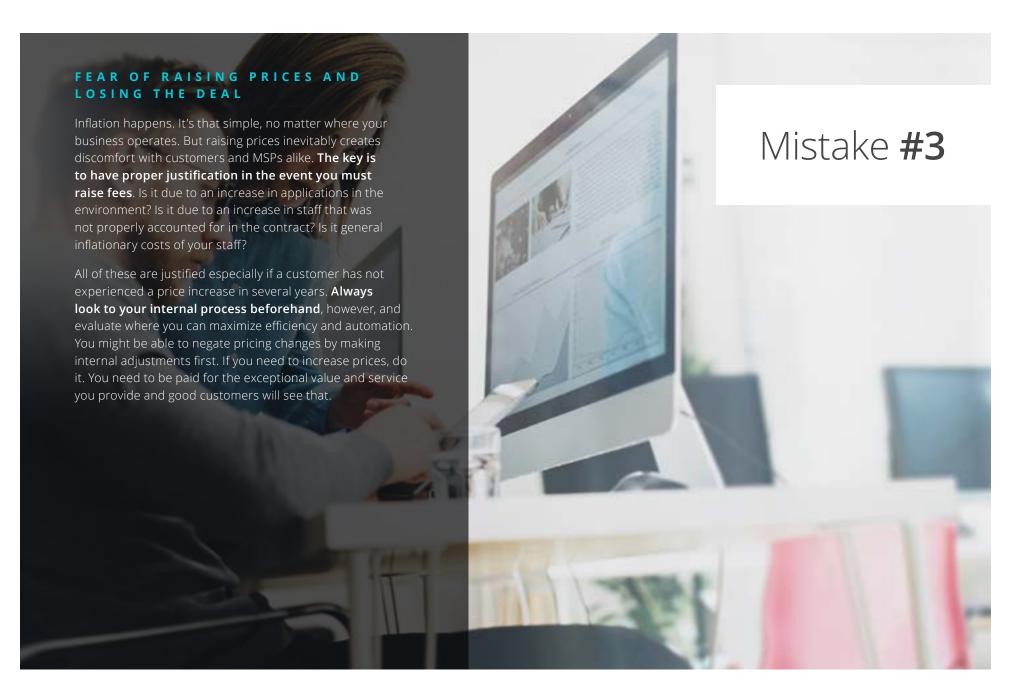








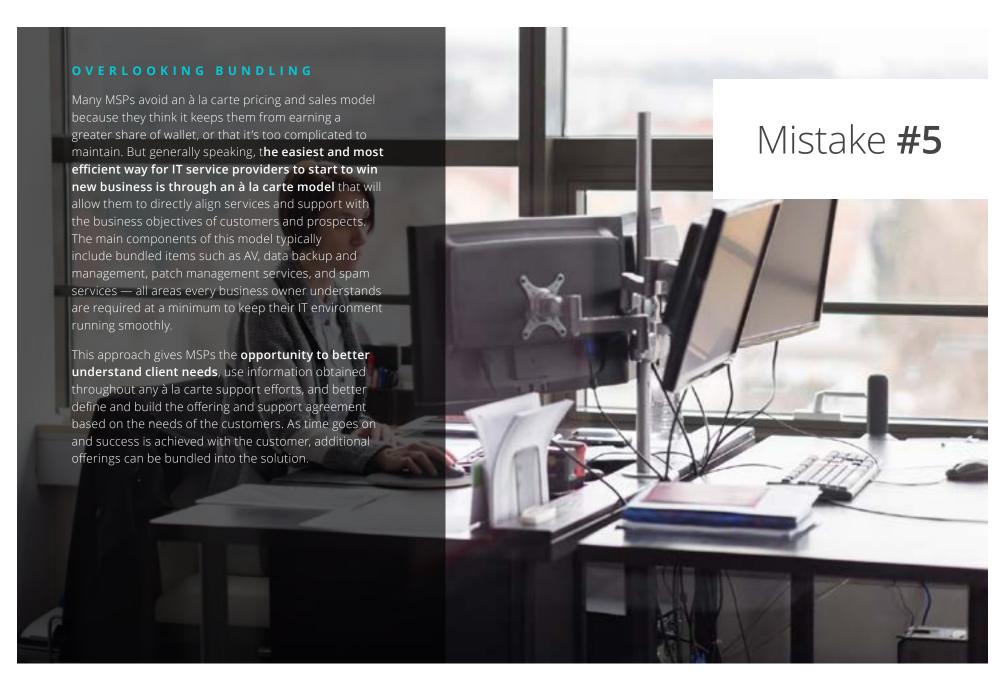






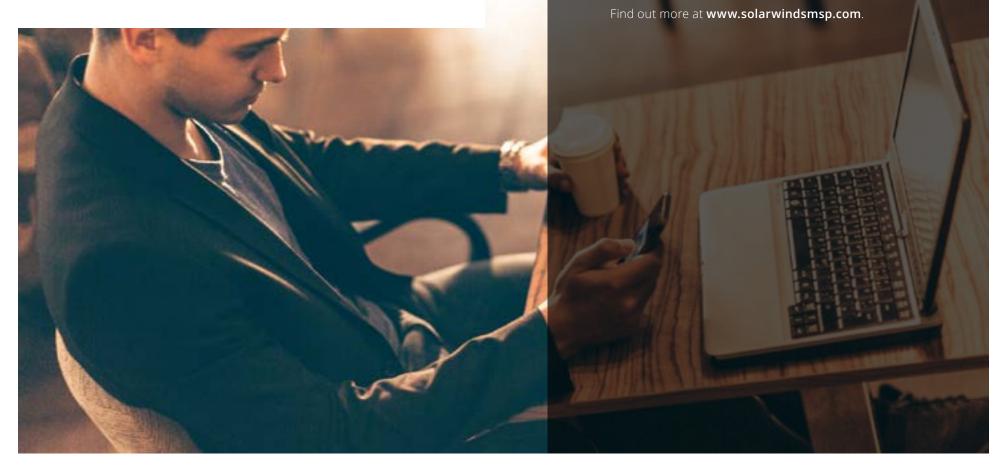














With SolarWinds® MSP, you can offer your customers automated, itemized service packages like antivirus, malware, patch and backup. Our award-winning IT platform lets you deliver real-time help straight to your

clients' desktops, strengthening the customer relationship every time. You can offer hundreds of users exactly what

their devices need — driving revenue, reducing labor and

growing your profitability.

## About SolarWinds<sup>®</sup> MSP

SolarWinds MSP empowers MSPs of every size and scale worldwide to create highly efficient and profitable businesses that drive a measurable competitive advantage. Integrated solutions including automation, security, and network and service management—both on-premises and in the cloud, backed by actionable data insights, help MSPs get the job done easier and faster.

SolarWinds MSP helps MSPs focus on what matters most—meeting their SLAs and creating a profitable business.

solarwindsmsp.com



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