Unlocking the Managed Services Opportunity

It's no secret that managed services are a compelling opportunity for technology resellers. Service Providers who sell services know that a services-based business model produces more predictable revenue and higher margins than a business based solely on hardware.

Managed services are an excellent way for Service Providers to boost business agility and forge stronger relationships with customers. However, although the potential is clear, there have been no complete, affordable ways to manage an entire IT environment.

To successfully deliver managed IT infrastructure services, partners need a solution that is designed and priced for all service providers, large and small. The solution must also integrate with existing tools as a seamless part of the managed services provider ecosystem.
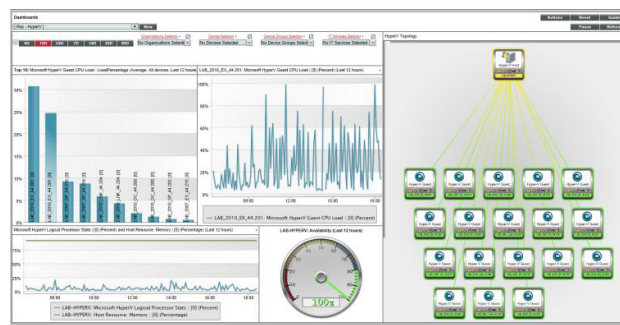
ScienceLogic: Building on a Single Platform

All businesses know that their employees need to stay connected to customers, peers, tools, and other resources they need—anytime and anywhere. They are also beginning to understand the importance of the IT infrastructure and associated network for their most important business processes. Whether they are deploying new applications, voice, video, collaboration, or cloud services, the quality of the network influences their success.

The ScienceLogic IT Operations Management platform gives you visibility into and control of your business customers' IT environment, helping you deliver managed services easily and affordably.

The ScienceLogic Portal is available to offer your clients all they need to know about the service you

are delivering. They can start at high level service being delivered views and then drill down to specific components. Being html5 ready you have the luxury of offering the portal as onsite in your office view, a NOC view or place it right in the hands of your clients on their iPads or other web ready devices.

Your clients could view this service dashboard 24x7.

Monitoring and Management Features

- Simple, affordable, common user experience platform

- Easy-to-deploy

- Intuitive ScienceLogic Portal

- Dashboard with status of customer environments

- IT assets inventory and assessment

- Monitoring, alerting, and reporting

Build New Revenue and Ongoing Sales

ScienceLogic lets you unleash the potential in delivering managed services to your business customers. It will help you increase profitability through recurring services revenue and incremental hardware sales opportunities. At the same time, it will help you build on your role as a trusted adviser to your clients.

Support to Help Build Your Managed Services Practice

ScienceLogic is backed by a set of tools and resources that our customer support uses today and we are there to assist you as needed and when required to grow your managed services business. ScienceLogic provides enablement roadmaps tailored to your profile, as well as tips for monetizing your managed service business. Training programs and best practices provide further guidance in helping you maximize your new revenue opportunities.

Capture New Services Opportunities

The managed services you deliver will free your customers to focus on their core business instead of technology. With ScienceLogic, you can optimize IT infrastructure performance to meet the needs of even the most demanding customers. ScienceLogic offers you and your customers a pathway to growth.

Getting Started Is Easy

Designed specifically for Service Providers ScienceLogic additions and extensions are easy to order and set up. A single, affordable part number covers the entire solution for a period of time you choose. The solution can be set up and configured in hours. There's no 3rd party software to install, and no dedicated PC or servers needed.

Finally, there is a simple, affordable way to deliver managed services to small businesses. Whether you are entering the services market for the first time or looking for ways to extend your managed services portfolio, ScienceLogic is right for you.

Here to Help

ScienceLogic is here to help. The SPARC site was created to assist you but also nothing replaces the power of conversation. Just send an email to SPARC@sciencelogic.com and we'll set up a call at a time that works for you.

About ScienceLogic

ScienceLogic delivers the next generation IT monitoring platform for the network of everything. Over 15,000 global Service Providers, enterprises, and government organizations rely on ScienceLogic every day to significantly enhance their IT operations. With over 1,000 dynamic management Apps included in the platform, our customers are able to intelligently maximize efficiency, optimize operations, and ensure business continuity. We deliver the scale, security, automation, and resiliency necessary to simplify the ever-expanding task of managing resources, services, and applications that are in constant motion.

ScienceLogic won InfoWorld's 2013 Technology of the Year award, Red Herring's Global 100 Award, Deloitte's Technology Fast 500™, and MSPmentor 250, among other worldwide recognitions of excellence. For more information, visit www.sciencelogic.com.

Contact Us

Americas
+1.800.724.5644
info@sciencelogic.com

Europe
+44 (0) 203.603.9889
info-eu@sciencelogic.com

Asia-Pacific
+61 2 9959 2426
info-apac@sciencelogic.com