



# MSP

## N-abler Program

*“We have been an N-able partner since September 2003. Today, we generate \$100,000 in monthly managed services revenue from a total of 32 customers under contract. N-able has helped us transform the value of our business, increased our profitability and continues to provide new and innovative ideas for managed services.”*

*Adam Eiseman, President  
The Lloyd Group  
May, 2005*

### Program Benefits

▶ **Transform your service business** – N-able will help you build a recurring services business, increase new customer acquisition and improve utilization rates. ▶ **Build a competitive advantage** – Differentiate yourself from the competition by offering your customers more value through managed services. ▶ **Grow the value of your business** – Adding managed services to your business portfolio will help you increase your profits and grow your business value. ▶ **Blueprint for Success** – Our Blueprint for Success will ensure that you are guided every step of the way. Put the industry standard in your corner and build compelling new offerings, such as managed network, application, desktop, security, VoIP and storage services.

### The Standard for Managed Services

Our MSP N-abler Program is recognized as the industry-leading program to transform VARs and system integrators servicing the SMB market into Managed Service Providers (MSPs). In 2000, N-able pioneered the concept of providing the channel with the tools to deliver managed services. Today, our proven approach remains focused on providing the right mix of people, process and technology to ensure our partners’ success – we call this your Blueprint for Success.

### Partner Development & Support

The **People** component of our program includes:

- Partner Development Specialists who are experts in the business of managed services
- Solutions Architects who are experts at applying our technology to your business and customers
- Technical and Business Support
- Channel Sales Support in-market – from joint sales calls to customer events
- N-able University™ Alumni Association user groups

### Resources & Training

The **Process** component of our program includes:

- Blueprint for Success, our “how-to” guide for managed services
- MSP Maturity Model assessment including industry benchmarks
- N-able University™ instructor-lead and computer-based training mapped to your maturity level and business objectives
- Primetime “virtual MSP” marketing collateral
- N-able Service Library

### N-central® Managed Service Center

Leverage the #1 IT and security management platform deployed by hundreds of MSPs servicing thousands of small- and medium-sized businesses around the globe. Our **Technology** is designed as a suite of fully integrated modules for service providers. Our design focuses on ease of use, flexibility and customizability, along with interoperability with our N-able *OnDemand™* service automation tools such as patch management and remote access management, along with other leading management applications.



MSP N-abler Program Framework