



As companies adopt complex hybrid and multi-cloud environments and visibility in their environments becomes challenging. With CloudAdmin, our customers are able to gain real-time visibility and recommended actions to save money on their cloud environments. For every dollar spent on CloudAdmin, our customers save \$20.

## **Sales rep talking points to prospective customers**

- For every dollar that you spend on CloudAdmin, we will save you \$20
  - Our solution greatly reduces customer cloud spend and creates more budget for other selling opportunities
  - Our solution provides peace of mind - and certainty
  - Our solution is lightweight, easy to set up (15 minutes or less), secure and starts giving recommendations within a few minutes
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## **Talking points to sales rep.**

- CloudAdmin is a partner, fully vetted by management and part of your managed services offering
  - If you have customers who cannot buy due to budget constraints, this can help you create that budget, and sell.
  - Our solution enables discussions with customers to help them lower overall IT spend, creating more loyalty and stickiness
  - We pay you (the rep) the first month's service fee
  - Typical service fees are \$1000 - \$4000 per month, and scales with the number of instances
  - We do a 14 day trial to prove the tool, and then can start billing (fairly short sales cycle)
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