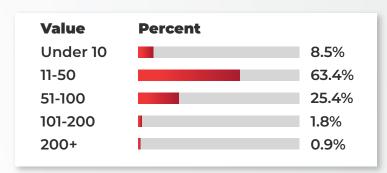
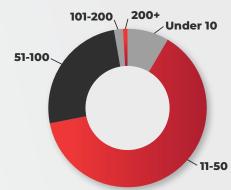
Q4 2022 List Of Most Profitable Clients For MSPs

How Many Employees Is The "Sweet Spot" Managed Services Client? (Select One)





What Industry Is The Most Profitable For Selling Managed Services? (Select All That Apply)

Value	Percent	
Manufacturing		41.5%
Legal		36.2%
Accounting/CPA		34.4%
Financial Services		33.0%
Medical		33.0%
Construction		25.9%
Engineering		23.7%
Insurance		16.1%
Nonprofit		13.8%
Architecture and Planning		12.9%
Government/Education/Municipalities		12.9%
Real Estate		8.9%
Consulting		8.5%
Oil/Gas/Energy		8.5%
Other		8.5%
Automotive		6.7%
Marketing/Advertising		5.8%
Hospitality		4.9%
Retail		2.2%

What Are Your Most Profitable Services?

(Select All That Apply)

Value	Percent	
Managed Security Solutions		59.8%
Cloud Backup		39.3%
Co-managed IT		37.5%
VoIP, Phone Systems And Other Telecom		26.8%
Compliance		25.0%
SaaS Security, Management And Backups		23.7%
Cybersecurity Training		17.0%
E-mail Hosting Or Spam Filtering		14.7%
CISO (Chief Information Security Office)		13.4%
Other		12.1%
Managed WiFi		7.6 %
Password Management		5.8%
Physical Building Security/Cameras		4.5%
Mobile Device Management And Security		4.0%
Website Design/Management		2.2%
Video Conferencing		1.8%
Managed Print Solutions		1.3%
Digital Marketing Services		0.4%

