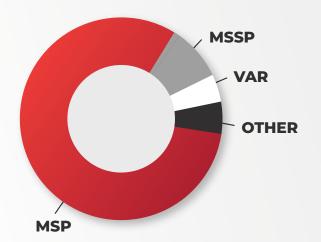
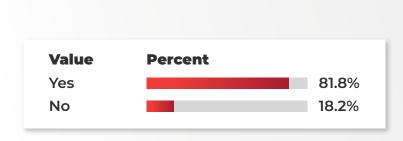
## How Is Your Business Selling Co-Managed IT Report

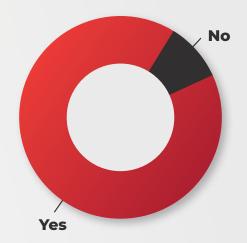
What Is Your <u>Predominant</u> Business Model?



Value	Percent	
MSP		79.7%
MSSP		12.5%
VAR		3.3%
OTHER		4.5%

2 Do You Sell Co-Managed IT, As Defined By Some Level Of IT Services And Support Sold To A Company With One Or More IT Professionals On Staff That You Are Co-Managing IT With?







## What Do You Estimate Your Revenue To Be This Year?

Value	Percent	
Under \$1 million	35	.6%
\$1 million to \$5 million	54	.4%
\$5 million to \$10 million	7.8	3%
\$10 million to \$20 million	1.19	%
\$20 million +	1.19	%



## 4 What's The Average MRR Of Your Co-Managed IT?

Value	Percent
0 to 6,000	96
6,001 to 12,000	419
12,001 to 18,000	8%
18,001 to 24,000	3%
24,001 to 36,000	9%
36,001 to 85,000	4%
85,001 to 1 mil	8%