



## TechmodeGO PARTNER PROGRAM OPPORTUNITY

Your customers are already buying telecom. If you're not offering it, a telecom enabled MSP capture your margin and encroach on your client relationship. Don't let competitors strengthen their position at your expense.

**WHY YOU SHOULD OFFER TECHMODE'S BUSINESS PHONE SOLUTION SUITE EVEN IF IT'S NOT THE BACKBONE OF YOUR EXPERTISE**

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You might not be excited about telecommunication — maybe it's outside your core, feels low-margin, don't have the skillset, or just isn't something you enjoy selling, and that's fair.

But here's the hard truth:

### **IF YOU DON'T OFFER IT, SOMEONE ELSE WILL - AND THEY WON'T STOP THERE.**

In today's competitive MSP market, customers increasingly want consolidation. They're tired of juggling vendors, billing points, and support desks. Your customer if needs telecommunication services and if you don't provide it, they'll go to someone who does - and that opens the door for a competitor to chip away at your share of the account.

Once another MSP has a foothold, it's only a matter of time before they start offering to "bundle everything" for a better price or faster service. What starts as one small service becomes a full-stack replacement.

### **HIGH-MARGIN RECURRING PROFIT WITHOUT THE HEAVY LIFT**

Adding Techmode to your service stack is a smart, low-effort way to boost your bottom line. With average profits of \$75-\$100 per seat annually, just 1,000 seats can generate an estimated \$87,000 of compounding recurring profit each year, all without the overhead of building and managing a telecom solution yourself.

### **PROTECT YOUR BASE. GROW YOUR MARGINS. KEEP COMPETITORS OUT.**

Telecom may not be your specialty - but ignoring it could cost you the clients you've worked hard to earn. With Techmode, you don't need to become a telecom expert. We provide the platform, the support, and the white-glove experience - while you retain control of the relationship and reap the recurring revenue.

### **WHAT'S AT STAKE?**

- Customer Retention: You've already earned their trust. Don't lose it over a service that's easy enough to offer - even if it's not your favorite.
- Wallet Share: The more services you own, the "stickier" you become. Customers don't leave trusted partners who do it all well.
- Competitive Insurance: Even a light-touch approach to telecom strengthens your client relationship - and creates a new stream of recurring revenue while helping to protect your base.

### **YOU DON'T HAVE TO MASTER IT**

There's a **low-effort way to deliver** telecom services you don't want to specialize in: begin your partnership with Techmode today.

**START LIGHT, STAY COMPETITIVE, AND STRENGTHEN EVERY ACCOUNT.**