



ProServiceIT Clients Appreciate Simplified Service Contracts

ProServiceIT's comprehensive technology solutions continue to evolve.

In today's dynamic and evolving market, client's need a more flexible service arrangement than what used to be the standard years ago. In most cases, the larger the contract, the less information is understood and this is not beneficial for either party. In an effort to avoid the typical long and arduous process involved in contract approvals, ProServiceIT is changing the way IT service contracts are regarded.

ProServiceIT's simplified service contracts provide their clients with the assurance, requirements, and straightforward terms and pricing they can appreciate. ProServiceIT first builds the framework around their service contracts by targeting the immediate needs of their clients and as the relationship evolves, a quick addendum to add additional capabilities (typically one or two pages) suffices. This simplified approach is receiving a lot of positive feedback. What typically would take weeks to work through in the contract negotiation phase, now takes only a few days. All parties can act more quickly in the decision making phase, as well as the transition and implementation of servicing their clients.

Sales Executive, Ed Crawford stated, "ProServiceIT's managed services model is built on the premise of continually providing value to our clients. As trust between the organizations grows, the relationship evolves. Quite often, a client who first partnered with us for hardware maintenance realizes our other beneficial service offerings, such as print management or remote network monitoring services, can be an added value to them. Offering our clients a small bare bones contract and adjusting the scope and terms as the relationship progresses, has proven to be very beneficial to both ProServiceIT and our increasing client base."

About ProServiceIT, LLC:

As a leading information technology services company, ProServiceIT brings IT requirements and initiatives together. ProServiceIT offers comprehensive IT solutions to a vastly growing customer base of Fortune 500 and emerging small to mid-sized organizations. For more information, please visit www.proserviceit.com.

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