



Build strategic relationships with your customers with the most powerful and high-value vCIO software platform.

myITprocess helps you cultivate **profitable client relationships**, uncover **missed revenue opportunities** and **hold clients accountable** with data-backed IT and budget roadmaps as well as client-ready executive reports.

myITprocess is a modern client relationship-building solution that transforms you from a technical partner into a **trusted advisor** to your clients.

Have we piqued your interest? Here are seven use cases from MSPs of how myITprocess has helped them be proactive, uncover missed revenue opportunities and eliminate technology risks.

01

Structured framework

You don't have to reinvent the wheel. Easily get started with 150 out-of-the-box standards and add up to 1,500 standards with the built-in library that covers hardware, infrastructure, HIPAA, NIST, UK cybersecurity and more.

Leverage an industry-proven framework of standardized assessment and alignment reviews to get the same results every single time.



"We use myITprocess to complete a structured audit of clients' environments. This keeps things consistent from client to client."

Thomas Paine, PRESIDENT, PERCENSEO INC.

.....

"Using myITprocess has allowed us to present a unified and consistent picture to each client and allows the vCIO to be efficient as well as allowing management to maintain high-level consistency."

Jim Thrall, CEO, TWIN HARBORS TECHNOLOGY SOLUTIONS

02

Uncover missed revenue opportunities

By regularly assessing your clients' environments, identifying gaps in their tool stack and uncovering potential risks, you also discover revenue opportunities for your business.

Easily add risks to the client-facing IT Roadmap to discuss and verify timeline and budget with your clients.

”



“The first month or two of having myITprocess paid itself off with a couple projects I had landed.”

Noah Yaghoubian, NYPC REPAIR

“We are new to the use of myITprocess but have already increased our ROI. We have created five new opportunities and effectively reduced churn for two existing clients.”

Michael Leiker, CFO, MORE POWER TECHNOLOGY GROUP

“Our ROI after implementing myITprocess has created more NRR opportunities with our customers. So far, we have had over 12 NRR opportunities.”

Dave Wormell, SYSTEMS ENGINEER, AZCOMP TECHNOLOGIES

03

Eliminate technology risks and be proactive

Evaluate every piece of client technology against your standards with a simple yes/no workflow to easily identify gaps.



We've also been able to help our support team find places where information was missing or lacking, and now our average time per ticket has gone down by almost 2 minutes.

John Mercer, STERLING TECHNOLOGY SOLUTIONS

"We use the tool to keep up with both industry changes and proactive maintenance that minimizes reactive responses."

Aaron Swann, VCIO, INFOSYSTEMS, INC.

"When onboarding clients, myITprocess helps us get an idea of where they are against a framework."

Christopher Bragg, SECURITY ENGINEER, APPLIED TECHNOLOGY GROUP LLC

04

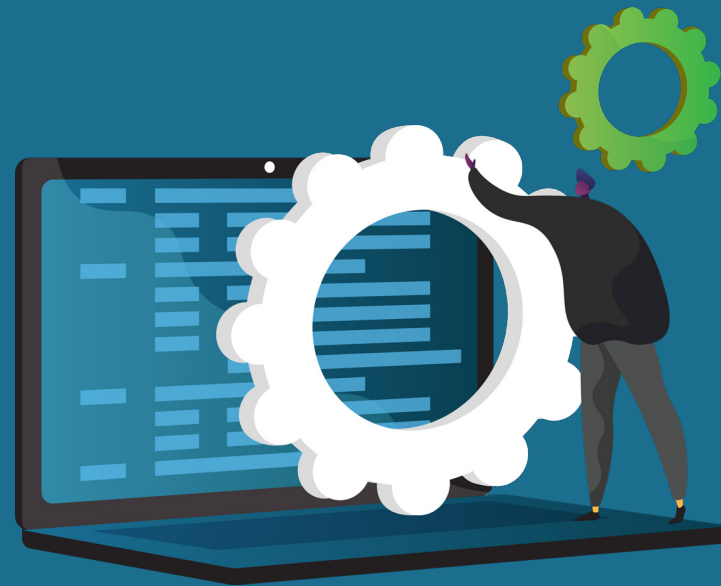
Eliminate budget and status quo objections

By building out your clients' roadmap you can avoid budget objections. Clearly lay out necessary updates or changes to their environments, organized by quarter and misalignment type, then review these on a regular basis. This way, they will not be blindsided, and rather, get on board from the get-go on what IT projects need to be completed to ensure their IT operations are in good standing and running smoothly.

”

“It ensures our clients are aware of upcoming budgetary requirements, and not surprised by upcoming technology spends.”

Michael Leiker, CFO, MORE POWER TECHNOLOGY GROUP



05

Hold clients accountable

Keep your clients accountable with automated reports that capture customer-agreed items during QBRs and upcoming meeting agenda items.



"It provides an easy-to-understand presentation mechanism to clients and a paper trail for decisions they have made."

Aaron Swann, VCIO, INFOSYSTEMS, INC.

.....

"Our clients do not have a lot of time, and myITprocess allows our presentation to be very focused, non-technical, easy to follow and have the needed pricing."

Dave Wormell, SYSTEMS ENGINEER, AZCOMP TECHNOLOGIES

06

Showcase value with executive summaries

Easily show progress and commitments with automated bite-sized reports that visually illustrate the technology alignment scores, the alignment progress and a quarterly breakdown of roadmap status and budgets.

”



“The longer we fail to have our partners assessed, the more likely it is that partners leave us thinking we aren’t providing anything valuable.”

Ken Yellen, OPERATIONS MANAGER, INLINE COMPUTER AND COMMUNICATIONS

“With myITprocess, we have saved at least 30 minutes of post-meeting transcription time, per meeting.”

James Flegle, VCIO, DENALITTEK

07

Show your value to new prospects

Not only is myITprocess your go-to for nurturing current clients and ensuring their environments are in alignment, it is also a great tool for bringing in new prospects too.

Showcase your value and commitment to being a trusted advisor to new and potential customers by completing a sample alignment review that will bring to light any previously missed gaps.



"We use myITprocess as a value add for new prospects."

Michael Leiker, MORE POWER TECHNOLOGY GROUP

"We mention the process to our clients during the sales process as a way to show them the way we do things at our organization."

Ken Yellen, OPERATIONS MANAGER, INLINE COMPUTER AND COMMUNICATIONS

"For new prospects we go through a full Review process to identify any potential difficulties we may have or remediation work with onboarding."

James Flegle, VCIO, DENALITEK

"For new clients we use the tool to ensure they are at a minimum level of compliance that we can effectively managed their networks. "

Aaron Swan, INFOSYSTEMS, INC.

Ready to supercharge your client relationships?

[REQUEST A DEMO](#)

