

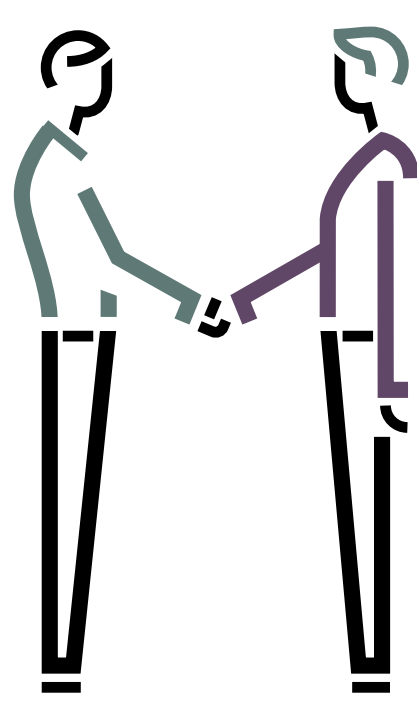


4 ways MSPs can benefit from a strategic partner

With a solid strategic partner, managed service providers (MSPs) can meet the needs of IT customers AND take their business further than ever. Read on to learn four big ways the right strategic partner can benefit MSPs.

1: Strengthen customer bonds

IT customers turn to MSPs for expert advice and support. But who can MSPs turn to? A strategic partner that offers 24/7 support, as well as:



- Expert tech advice and troubleshooting
- An always-available, designated support person or team
- A broad portfolio of infrastructure, products and services
- A long-term growth strategy

2: Uncover opportunities

An MSP's strategic partner should help them:

- Better target potential customers with accelerated marketing/sales efforts
- Speed customer onboarding
- Enhance solution value for customers
- Ease expansion into new service delivery areas

3: Speed time to market

To identify and close business with customers, MSPs should look for a strategic partner to help:

- Automate and streamline processes
- Improve operational efficiency
- Provide cost-effective, compelling solutions

4: Offer cost-effective resources

The right strategic partner will also provide:

- Workload-optimized solutions
- Scalable infrastructure options with predictable expenses
- Flexible financing models

Grow your business—and your customer base—with HPE

The right partner can empower MSPs with solutions that fit their business, focus on profitability, increase customer demand, and propel sales and technical enablement.

Backed by deep expertise, pay-as-you-grow financing, state-of-the-art technology, and support services tailored for MSPs, HPE is partner-ready.

Want to learn more?

[Download the white paper](#)

