CORE6+
BUSINESS NETWORK SECURITY PLUS

MANAGE COSTS

THE RIGHT WAY
TO DELIVER MANAGED SERVICES

Only Pay For The Services You Are Actually Getting!

Unlike Other Providers, At TRS, We Only Want You To Pay For The Services That You're Actually Getting!

TRS is big believer in the simple concept that you should only pay for the services you're actually getting. **It's a novel concept... I know, but…** You may be surprised to learn how all of the other providers pad their pockets with your money.

Almost every other "Managed Services" provider - *the world over* - tries to reach a little deeper into their client's pockets every month by offering tiered services, with different levels of inclusions.

On the low-end, *and definitely throughout Central Texas*, pricing models that include some form of "During Normal Business Hours" and **Over-the-Phone-Only!** Helpdesk Support, range anywhere from $45-$75 per device (or per user) per month.

These "standard" service offerings do not include any additional labor, and will definitely require additional fees for any onsite service.

On the high-end, these other providers will offer what they call an "All You Can Eat" service model, where they say they will include all onsite and

remote services with the Monthly Fee. These types of pricing models usually start around $125, but can go all the way up to $250 (*or more*) per device/user.

The Question Is: How Often Are These Clients Actually Getting Their True Money's Worth?

The Honest Answer Is: Probably Never! Which is certainly disconcerting, but that is the very real - *and the very unfortunate* - truth.

It Is My Belief: Most "Managed Services" Clients Pay Way Too Much For Services They Barely Use! It's my position, that once your network, servers and computers, are all "cleaned" up and "manageable," there should be very little need to continue to pay for Monthly Service (above the costs for the actual security platform fees) Per Device or Per User.

Certainly, it's only fair that you pay to have your network and computers "cleaned up," but shouldn't that only be a one-time charge?

And Yes! it only makes sense that when you actually need help, you should be able to make a call and get an appropriately experienced technician on the phone to help when you need it.

What doesn't make sense, is why should you have to pay for that service each and every month, for each and every device (or user) whether you actually get any help, or service or not? **IT DOESN'T!**

TRS's Hybrid-Approach To Managed Services Turns Industry-Standards Upside-Down And Makes Sure You're Not Throwing Money Away!

Managed Services Without
Over-Billing or Over-Profiting!

Did you know that there are really only five or six Managed Services Platforms. Which means that all Managed Services Providers (MSPs) are really using the exact same tools as all of the other MSPs.

This also means their costs for their tools are basically the exact same as TRS costs. *So why such a significant difference in their pricing structure versus TRS?*

The simple answer: **Overhead and Greed.**

At TRS, we **(A)** take all sorts of steps to maintain a low overhead, in an effort to make sure we can always deliver the most cost-effective solutions and services; and **(B)** we are definitely not greedy.

Everyone knows businesses need to make a profit to stay alive. Which means we must cover overhead with some profit margin.

At TRS, we've been serving Central Texas businesses for almost 40 years. We make a decent living. We pay our techs a very respectable wage, but we certainly don't put on airs, or try to "get rich" off our customers.

Our goal, *as it has always been*, is to simply make sure our customers actually do get the most value out of their money with TRS.

We certainly don't believe in pre-billing for services you may not actually use... Which, of course, goes against everything that every other MSP is told to do to *"make a maximum profit from every client."*

With TRS, You Only Pay For Service When We Actually Provide You Service. We Secure and Protect Your Business Without Over-Billing or Over-Profiting!

Managed Services Done Right!
Only Pay For The Services You Actually Use!