Overview

Our SDWAN Accelerator process is designed to help kickstart your SDWAN product launch. Our structured approach helps you consider all the factors needed to develop a profitable SD-WAN service for your MSP and highlight the key considerations and decisions you need to make along the way.

☑ **Business Case**
Identify your key stakeholders and sponsors
Profile your customers and identify likely targets

☑ **Service Design**
Agree MSP infrastructure and customer devices
Agree the scope for managed services

☑ **Review Current Systems**
Do monitoring, ticketing and customer portals need upgrades or investment to support SDWAN?

☑ **Build Training Plans**
Undertake a skills assessment of your team and build a training plan for Operations and Sales

☑ **Identify Costs**
Identify all burden costs for the MSP and any Cost of Sales which should be in the commercial model

☑ **Build Contracts**
Agree target margins and charges for Setup and ongoing managed services; create SLAs and terms

☑ **Build Sales Materials**
Create Customer Pitch Decks, Datasheets and Battlecards. Build Website landing page content

☑ **Marketing Plan**
Plan your 30-60-90 day Marketing Launch and social media content
Plan your mailing campaigns and record your webinar content