Jim Griffith

CEO

Matt Gibson

AppDirect

Sr Director Product
Advisor Services

THRIVE24

Juan Garcia

AppDirect

Staff Product Manager

THRIVE24

Do you offer managed services today?

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What are the pain points that MSPs are facing today?

Consolidated Invoicing for 3rd Party Products

High Customer Acquisition Cost

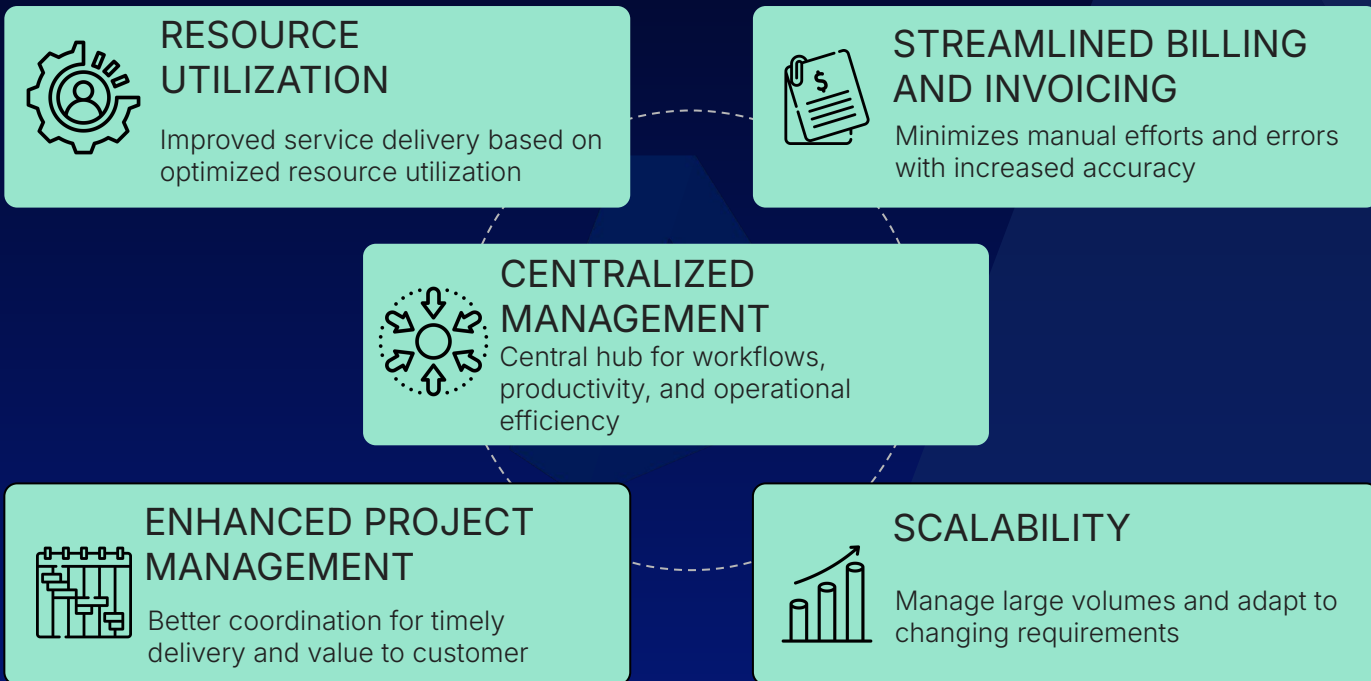**Cost of Sales to SMBs**

Product Portfolio Growth

Poor Cost Tracking and Management

Poor Resource Management / Utilization

Cost of Post-Purchase Experience

Fulfillment & Provisioning of Cloud Services

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PSA software unlocks centralized scalability and growth

RESOURCE UTILIZATION
Improved service delivery based on optimized resource utilization

STREAMLINED BILLING AND INVOICING
Minimizes manual efforts and errors with increased accuracy

CENTRALIZED MANAGEMENT
Central hub for workflows, productivity, and operational efficiency

ENHANCED PROJECT MANAGEMENT
Better coordination for timely delivery and value to customer

SCALABILITY
Manage large volumes and adapt to changing requirements

THRIVE24

How MSPs are growing their business

Why 89% MSPs use a PSA

+15% Service Margins

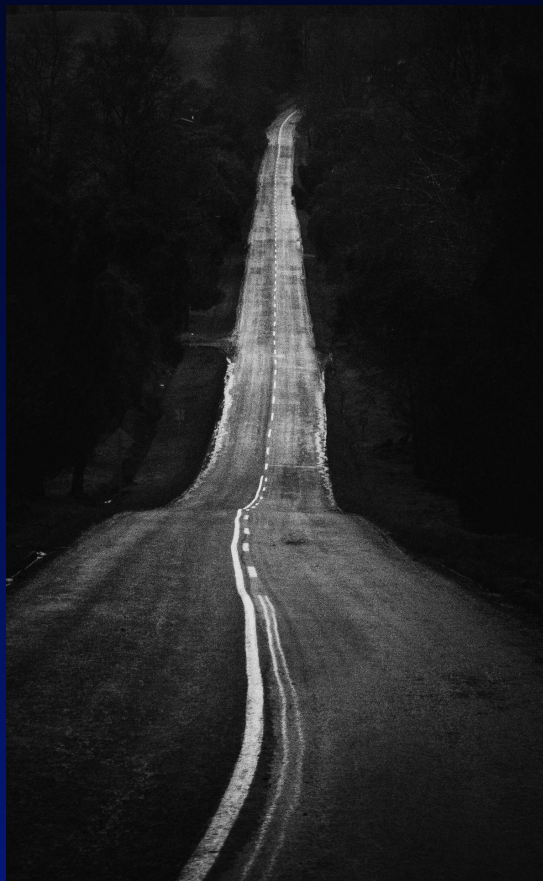**+20%** Billing Utilization

+72% Project Profitability

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Your Marketplace Journey

Build offerings from a catalog of SaaS, IaaS & Telecom services.

- AppDirect's syndicated catalog
- Synnex & Ingram Disti Integrations
- White label our 1st party products (NOC, AppHelp, Prof Svcs)

Procure & manage subscriptions via one platform

Onboard customers to enable your "digital vending machine"

Manage billing through ConnectWise.

Manage procurement and the post-purchase experience through your Marketplace

THRIVE24

Best of both worlds

CONNECTWISE **Autotask®**

CENTRALIZED BILLING

Consolidated invoicing for projects and cloud products

PROJECT MANAGEMENT

Plan schedule and track projects

SALES & MARKETING

Marketing and CRM capabilities to grow your business

AppDirect

PORTFOLIO EXPANSION

Choose from our vast product catalog. Leverage our Synnex & Ingram integrations

DIGITAL PROCUREMENT

Procure & manage cloud subscriptions in one place

STREAMLINE PROVISIONING

Accelerate time to value & reduce post-sales costs with auto-provisioning.
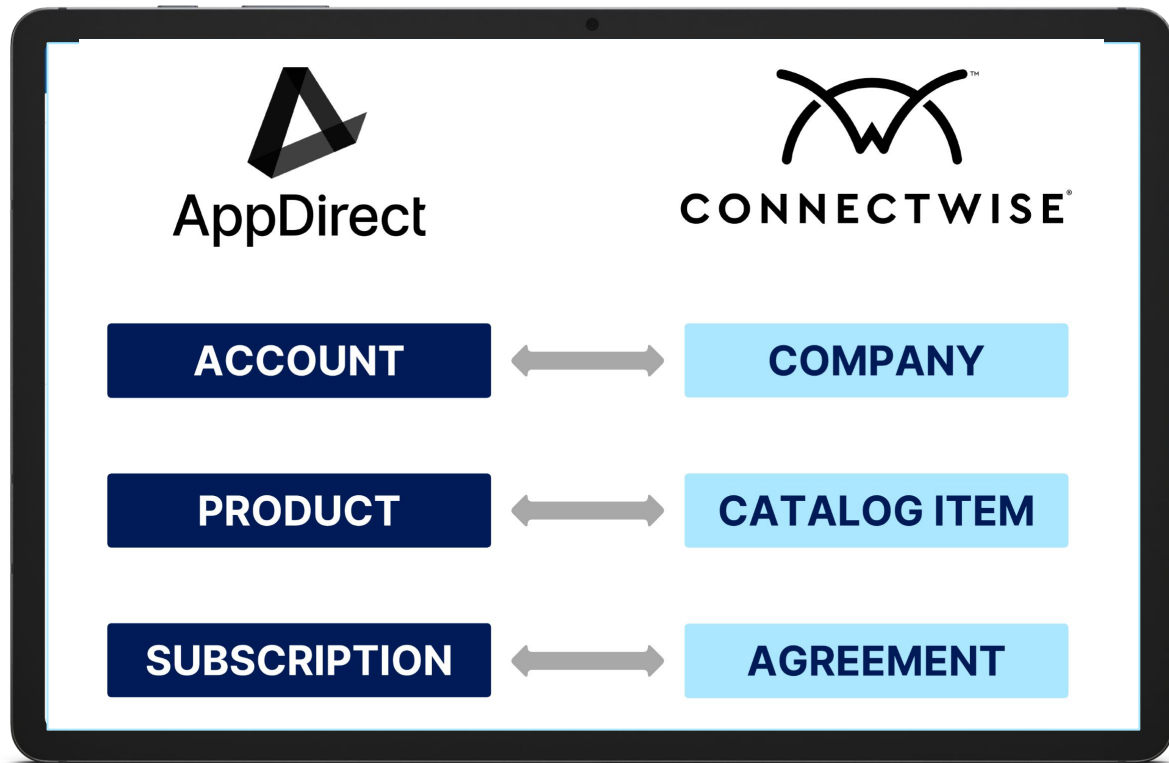
SELF-SERVICE

Lower customer acquisition cost & cost of sale

Proprietary & Confidential

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PSA Integration with ConnectWise and AppDirect

Synchronization of products and companies

Synchronization new subscriptions and subscription updates

Question and Answers

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Assets and resources

Scan this QR code to access
assets related to this session

Thank You

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