

Selling Hosted Desktop to your customers

What are the best techniques for persuading your customers that Connects Hosted Desktop service is the right solution for them? Here are some top tips that other resellers have been successfully using to sign up their clients.

> **Zero Upfront Costs.** With Connect, there are no set up costs and no upfront hardware purchase or implementation costs. All they will pay is a simple fixed monthly charge according to the number of users. Your clients are also not tied into lengthy contracts.

> **Affordable, Fixed Pricing.** Connects Hosted Desktop could be significantly cheaper than costs of purchasing and servicing an on-site server hardware – even more so as our Hosted Desktop service includes Microsoft Office, Exchange Mail box and online storage per person.

> **Easy to Manage.** Hosted Desktop removes the hassles out of day-to-day server management – plus lets you forget about the complications of license purchasing and renewals.

> **More Secure.** Your data and applications are held at secure data centres that are located in different parts of the UK. All data is 256 bit encrypted and backed up automatically to a separate data centre. Every user can only access the files and applications they have permission to open using their own unique user name and password.

> **Resiliency and Redundancy.** 99.99% uptime of the network within our data centres. Our Helpdesk provides support from 8am-11pm during the week and 10am-4pm at weekends.

> **Flexibility.** Need more than Microsoft applications? We can host any application your clients use for their business. We can host multiple versions of applications at the same time. We will work with you as our partner to design a bespoke solution to match each client's needs. Because servers can be brought up and deployed instantly, the time to deploy a new application drops dramatically with Connect's Cloud.

> **Scalability.** As your clients expand, there is no need for review of the infrastructure, just add more users - Pay as you Grow.

> **Remote Working.** Because every application is hosted in the cloud, your client's staff can work from anywhere – if the unforeseen happens.

> **Removes human error.** No more accidental shut downs when the cleaner pulls the plug out of the server. No more remembering to replace the backup tape or take the removable drive off-site – plus less chance of viruses spreading through your network.

> **Go Green.** Without servers based at your client's offices, their energy costs reduce dramatically, saving money and freeing up vital office space.

> **Up-to-date technology.** The technology behind our Hosted Desktop solution is faster and more advanced than any small or mid-sized business would be able to afford, and no more paying to upgrade Software. This enables your clients to stay ahead of their competitors.



Why choose Connect?

Connect is one of the UK's leading Cloud and Business Continuity specialists, with more than 500 partners across the UK. Based at Canary Wharf, we have been helping develop innovative solutions since 1993. Our reseller support team can provide you with the technical expertise to help you keep your clients' systems working 24/7. For more information, visit www.connectpartner.co.uk or email gold@connectpartner.co.uk.