

You're Invited!

JOIN US AT CAESARS PALACE IN LAS VEGAS
MAY 6th - 9th, 2019

VAR SYMPOSIUM @ CONNECT IT

WHY CONNECT IT?

INCLUDES:

3.5 days of education
60+ talks, sessions, and workshops
Breakfast, lunch and snacks daily

HIGHLIGHTS:

"Connected" Pool Party including dinner, drinks & entertainment

Unitrends VIP happy hour and swag

Sponsor Pavilion showcasing technology from Google, Cisco, Bitdefender, Redhat, Kaspersky, and many more.

Mission Possible Challenge powered by Google (\$5000 prize!)

Unitrends product and executive staff will be on hand for meetings and Q&A

Industry Experts like Keren Elazari, international security expert, Gary Pica and Paul Dippell, IT Service Gurus and John Barrows, sales training expert.

CONNECT TO LEARN MORE
info@unitrends.com

Technology Resellers looking to create a more robust and profitable service practice should look no further than **Connect IT**, held at Caesars Palace, Las Vegas. At Connect IT, you'll have access to a specialized track of courses designed to help enhance your portfolio of IT services and drive top line revenue and bottom line profits. This VAR Symposium has been specially curated for Unitrends VARs, but there are only 100 seats available, so early registration is recommended.

Your Guide to Building a \$1M Annual Service Practice

- **Backup & DR** has been a staple for service providers for decades, but there are new angles and programs that can give your business a distinct advantage. Learn the new tools and programs Unitrends is unveiling to give partners the edge. This includes a "how to guide" on adding SaaS backup to your portfolio.
- **Creating a Service Catalog:** For a well-rounded portfolio: what to offer; how to package, position and price; and what profit margins can you expect. This specific session will take you through a step by step methodology on how add \$1m of services revenue within the next 12 months.
- **The Power of Automation:** Learn how to drive more revenue with less people. If you're not using the right tools and automation, then you're leaving money on the table. Learn how to deploy a remote monitoring and management offering that compliments your business.
- **Compliance as a Service:** Learn how new compliance technologies are opening revenue streams for VARs. This session will provide practical steps to build your compliance practice within 12 months.
- **Organizing your Service Offering:** Now that you have added new, profitable services, how do you: accurately bill, generate automated invoices, keep end user ticket requests organized, deliver profitable projects and track sales and marketing activity. In this session learn how to properly manage all your activities, with one, cost effective tool.

Hope to see you in Vegas!