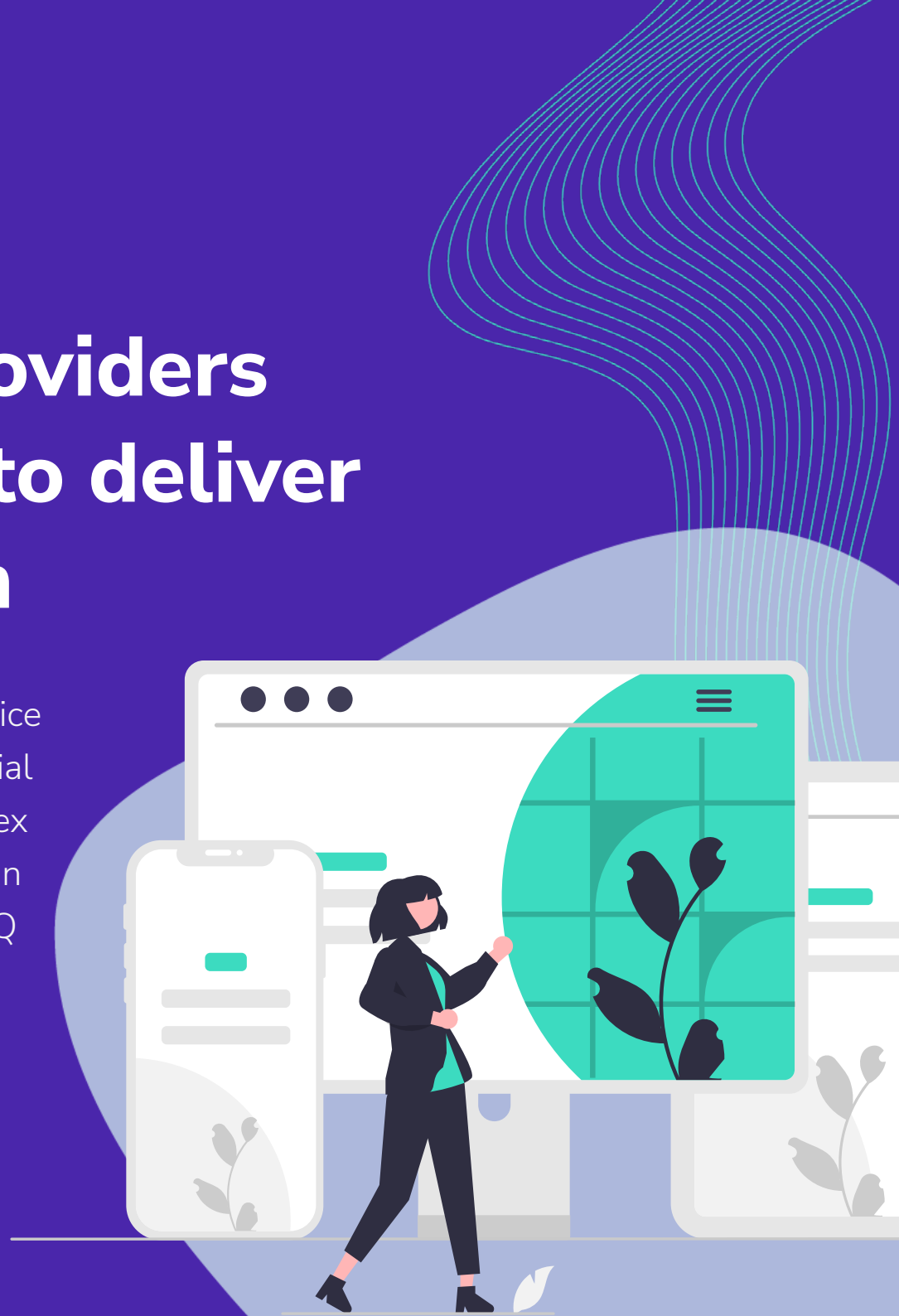


Managed Service Providers rely on CloudSense to deliver sales transformation

Despite a vibrant B2B landscape, managed service providers often fail to fully capitalize on commercial opportunities due to difficulty generating complex quotes quickly and easily. This kind of complexity can become effortless when handled by an advanced CPQ solution like CloudSense.



A rapidly growing market

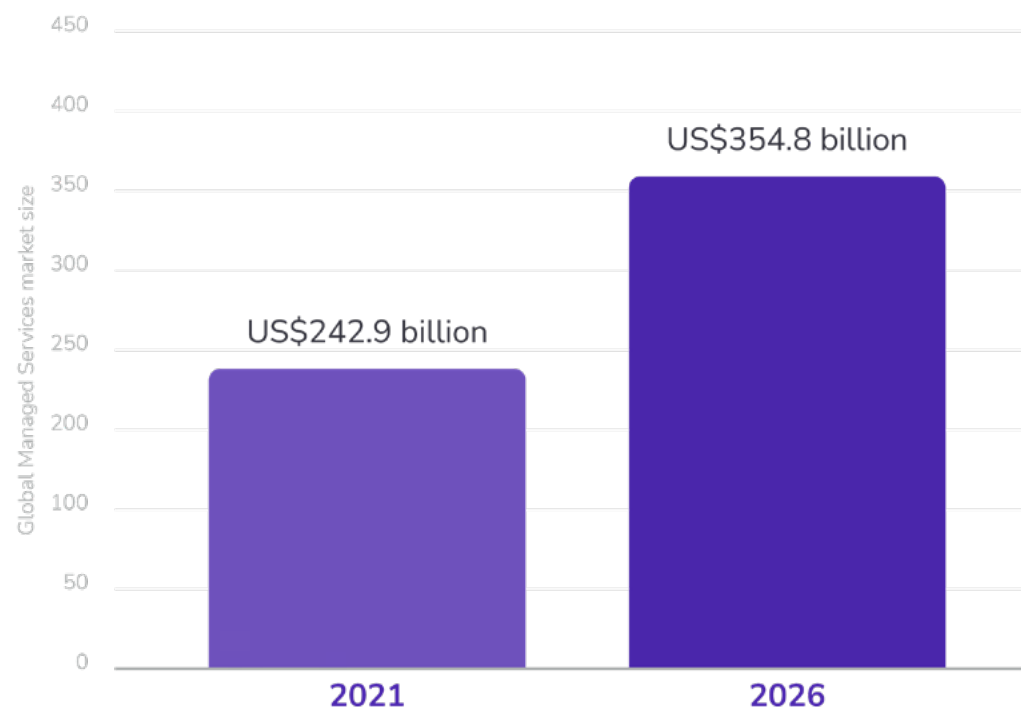
With the managed services market predicted to balloon to approximately US\$354.8 billion by 2026, MSPs are entering an exciting era driven by access to new technologies.

But as the market has evolved and the world of connectivity and cloud services has taken over as primary, Managed Services Providers have been forced to shift to a new commercial model in order to provide relevant solutions to the problems that consumers and businesses face today.

Since many Managed Services Providers buy from and interact with multiple disparate vendors, they often find themselves held back by an inability to generate and consolidate quotes at speed.

This is often due to a reliance on legacy systems and legacy processes in a landscape that has changed significantly.

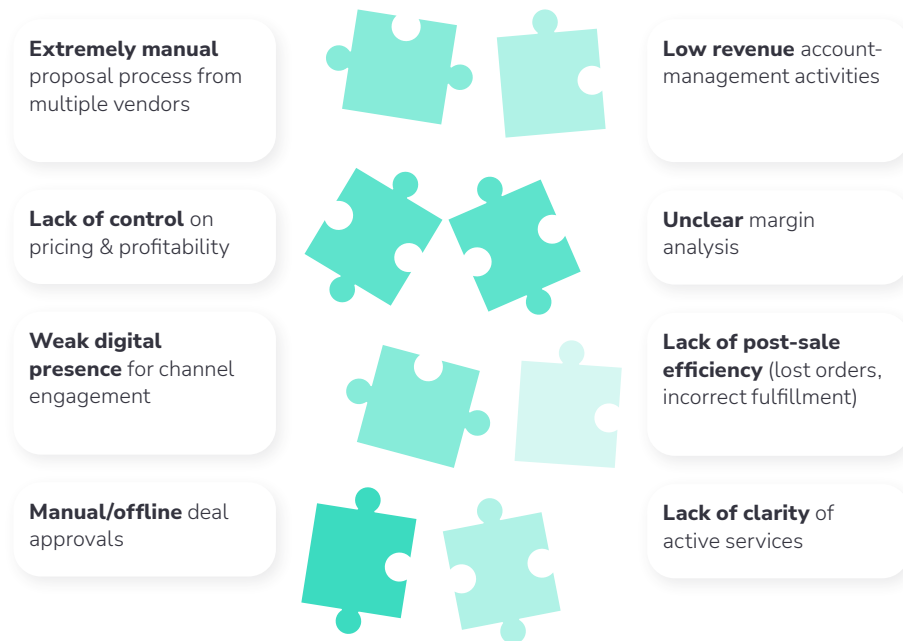
It is time for this to change...



Source: [Managed Services Market with COVID-19 Impact Analysis, Markets and Markets](#)

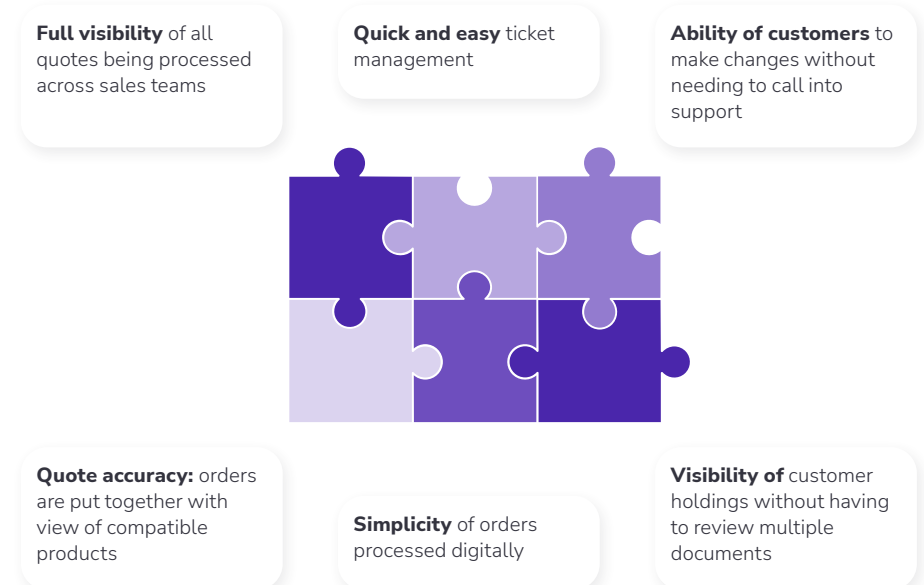
The problem for Managed Service Providers

The troublesome scenario for many Managed Service Providers is that the process of generating packages and quotes often resembles piecing together a jigsaw puzzle without knowing what the picture on the box looks like.



Put the puzzles pieces together with a CPQ

CloudSense's advanced solution can transform laborious manual processes into automated digital ones, allowing MSPs to easily generate the optimal solution for customers.



CloudSense is a proud recipient of a 2022 CPQ Gold Medal rating from the Info-Tech Research Group

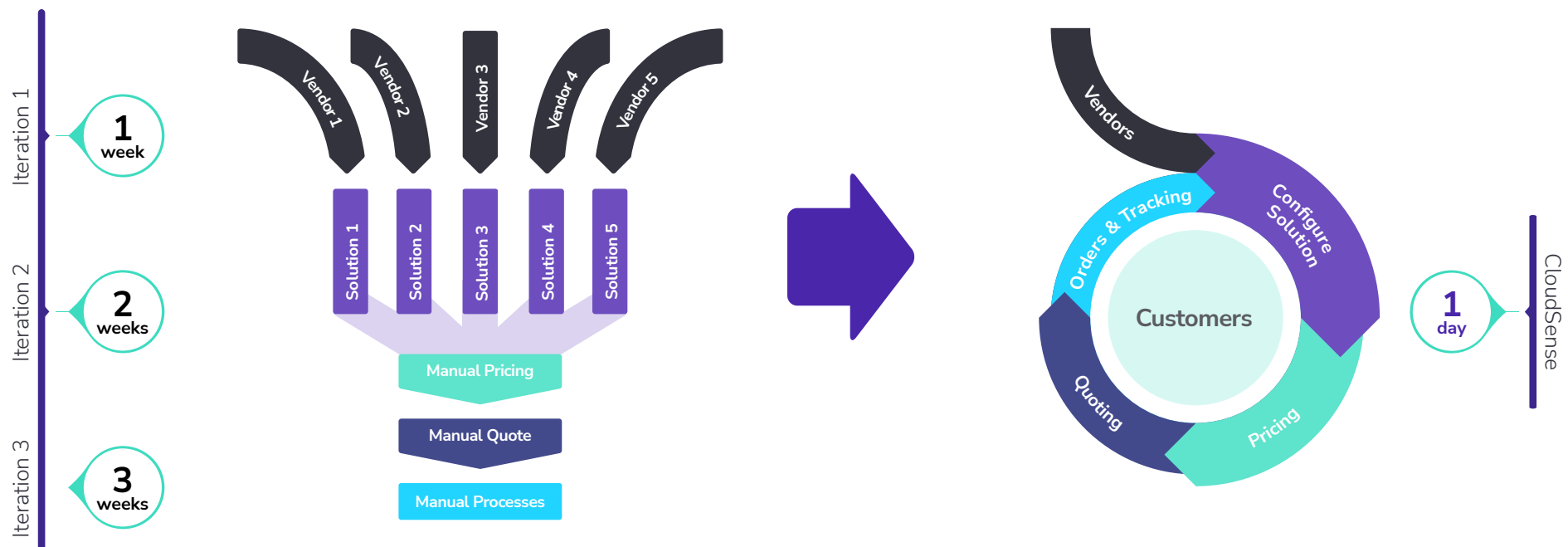
[Learn more](#)

With the help of CloudSense's CPQ solution, MSPs are able to configure solutions and pricing, and manage quotes, orders and tracking all from a single location. Customers have access and full visibility of their own portal, allowing them to make purchases and adjustments to their orders without having to take up sales reps' time.

In doing so, Managed Services Providers are able to make more money, faster. By digitalising their processes, MSPs will be able to drive revenue by reducing time to price and quote, increasing quote accuracy and value, providing full visibility of all quotes being processed at once, and enabling larger orders with vendors.

In the current climate, MSPs rely on CloudSense to deliver sales transformation. Through streamlining sales operations by automating processes such as upgrades and support ticket allocations, and providing full visibility of customer holdings, CloudSense's CPQ solution helps MSPs reduce sales operational costs.

CloudSense transforms repetitive manual processes to iterative digital ones





CloudSense is a **global leader in CPQ for ambitious businesses**, who rely on them to optimize their sales and order management processes and deliver **greater value** to customers.

To learn more about how CloudSense's CPQ solutions can help Managed Services Providers, speak to one of our experts today.

Get in touch



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