Enterprises are moving to the cloud to modernize:
- Consolidate monitoring tools
- Establish integrated procedures and platforms that span different market segments
- Expand services catalog
- Become a value-add partner
- Provide cost-effective infrastructure
- Ensure 24/7 superior performance

This means more complex challenges for MSPs.

<table>
<thead>
<tr>
<th>Integrated Applications</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Integrated Storage</td>
<td>50%</td>
</tr>
<tr>
<td>Integrated Network</td>
<td>35%</td>
</tr>
</tbody>
</table>

Tougher challenges
As customer demands get more varied, the challenges become tougher.

Top 2017 MSP Challenges, according to a Datto report:

1. Marketing/sales
2. Selling BDR
3. Staffing/training
4. Growing pains
5. Ransomware/cybersecurity
6. Vendors/technology
7. Pricing services
8. Customer service
9. Internal operations
10. Changing technology

Another huge challenge: Meeting customers' cloud computing needs as they embrace digital transformation.

By the end of 2017, two-thirds of the G2000 will have Digital Transformation at the center of their corporate strategy — IDC

Another huge challenge:
Meeting customers' cloud computing needs as they embrace digital transformation.

Right performance platform needed
The right platform can enable MSPs to cater to today's demands, overcome challenges, and stand out in today's crowded marketplace.

- Helps offer the right services at the right price
- Helps predict costs better
- Helps improve time to market
- Helps expand services catalog with value-added solutions

Nisight Infrastructure Support
Understanding the complexity of today's demands and the intricacy of building and maintaining in-house infrastructure for enhanced performance management, Nisight offers MSPs best-in-class, comprehensive infrastructure support.

Leveraging our highly-skilled virtual infrastructure support teams, we help MSPs with a wide variety of domains and applications, provide 24/7 support, train them on site and off site.

References:
http://www.idc.com/getdoc.jsp?containerId=prUS40553515
http://mspmentor.net/managed-services/3-tips-msps-increase-q2-revenue

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About
Nisight Inc. was founded in December 2005 by a group of seasoned professionals with experience from large consulting firms in the San Francisco Bay Area. The company's mission was to offer high-value consulting services and solutions around PeopleSoft, Oracle, SAP, Salesforce, Amazon Web Services, Microsoft and mobility to leading organizations. Nisight's support offerings are functional in nature, focusing on industry verticals such as health care, finance, legal, high technology, and education.

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