

Cloud Advantage

The All-Inclusive IT Platform for SMBs

What It Is









Cloud Advantage delivers 100% of a company's IT – infrastructure, security, desktops, backups, support – for one predictable monthly cost per employee.

- ✗ No servers.
- ✗ No refresh projects.
- ✗ No surprise invoices.





IT becomes a utility.

The Problem SMB Owners Face

Most SMBs assemble IT from fragmented parts:

-  Server refresh cycles (\$20K+ every few years)
-  Hardware purchases
-  Microsoft licensing sprawl
-  Security add-ons
-  Backup tools
-  Disaster recovery plans
-  Separate phone systems
-  Reactive support

This creates:

-  Unpredictable spend
-  Capital expenses
-  Security gaps
-  Operational complexity

The Cloud Advantage Difference

Unlike VDI/DaaS vendors that only provide a desktop, Cloud Advantage includes:

- | | |
|-----------------------------------|------------------------------|
| ✓ Fully managed cloud desktop | ✓ Backup + Disaster Recovery |
| ✓ Thin-client hardware | ✓ Patching & updates |
| ✓ Networking | ✓ 24/7 Help Desk |
| ✓ Microsoft 365 Business Standard | ✓ SD-WAN |
| ✓ Security bundle + SOC | ✓ Centralized management |

No add-ons. No projects. No layered tools.

The product is the service.

Why It Wins vs Traditional MSP Model

Traditional MSP:

- ✗ Hardware still a project
- ✗ Servers still capital expense
- ✗ Consulting fees layered on
- ✗ Multiple tools stitched together

Cloud Advantage:

- ✓ No server purchases
- ✓ No refresh cycles
- ✓ No consulting invoices
- ✓ One standardized environment
- ✓ Fixed monthly cost

IT moves from ownership → consumption.



Ideal Prospect Profile

- ✓ 15–150 employees
- ✓ Facing server refresh
- ✓ Concerned about ransomware
- ✓ Multi-location or remote workforce
- ✓ Compliance pressure (CMMC, regulated industries)
- ✓ Frustrated with unpredictable IT spend



BDR Qualification Questions

1. When is your next server refresh scheduled?
2. How much did your last hardware project cost?
3. If ransomware hit tomorrow, how quickly could you restore?
4. Do you prefer capital purchases or predictable monthly cost?
5. How many vendors are involved in your current IT stack?

Core Messaging Angles

Control-Oriented Buyer

“You keep control without owning the complexity.”

Outcome-Oriented Buyer

“Stop owning IT. Start consuming it.”

Change-Averse Buyer

“No disruption. We build your environment during demo.”

Objection Handling

“We already have an MSP.”

Most MSPs still require hardware refreshes and projects. Cloud Advantage eliminates both.

“Cloud sounds risky.”

Your data is centralized, backed up nightly, ransomware-recoverable, and SOC monitored.

“Sounds expensive.”

Compared to a \$25K server refresh plus layered security tools, this replaces capital expense with predictable OPEX.

Executive Close

Cloud Advantage is not an upgrade.
It's a new operating model:

From projects



Platform

From capital expense



Fixed Cost

From fragmented tools



One Managed Environment

Let's Talk

Schedule a meeting with our team during this event and discover how we can improve your IT operations.

Free Consultation Available

 866-363-4628  gocorp.tech

 info@gocorp.tech