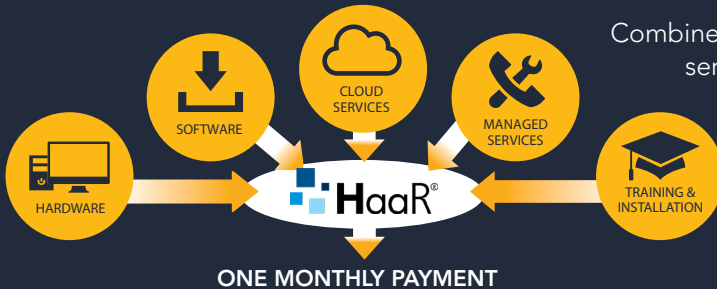


Case Study: NAC Technology Group

An As-A-Service Model That Works

NAC Technology Group's sales process was broken. Things have turned around in the year since transitioning to the As-A-Service model. With the help from CharTec education and GreatAmerica Financial Services, they have gone all-in with incredible results to their business.

Hardware as a Rental® (HaaR®)



Combine equipment, software, cloud services, managed services, installation and training into one monthly payment. GreatAmerica pays you right away for the hardware, software and installation.

Every month, GreatAmerica bills and collects your services and remits back to the Solution Provider upon receipt.

RESULTS

The shift to one monthly payment is resulting in across-the-board growth for NAC Technology.

Managed Services Sales

LARGER transactions
HIGHER margins

up to 50% higher margins

350% higher transaction sizes

Hardware Sales

Adding hardware DOUBLED sales and margins.

Recurring Revenue

Recurring revenue is up 10% to 20% month-over-month.

HIGHER CLOSE RATE

Increased from 50% PER MO. to 80% PER MO.

The HaaR model is helping NAC become a more efficient sales machine!

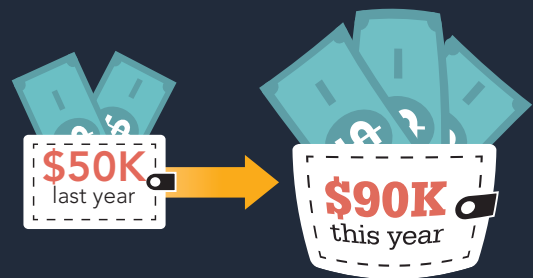


BIGGER SALES



More than \$100K in the pipeline today.

REPS PAID MORE



Sales reps are now getting comped for HaaR deals and