



Verticals Repository

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For any updates, additions or edits, please contact your Collabrance Strategic Business Advisor.

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Accounting

Value Proposition

- Just like a CPA, before you work with a client you take a look at past tax returns, tax audits, and past and current financials. At _____, we do the same thing. We get a clear picture of your network and how it's constructed.
- Just like an accountant who has to evaluate their clients and ask questions pertaining to their tax issues gather information and evaluate their financial portfolio, we also need to find the state of your network.

Applications

- QuickBooks
- AlterTax

Processes

- Sending/Receiving Sensitive Client Data
- PII

Agriculture

Value Proposition

- At _____, our approach is a bit different. Just like in agriculture, a farmer doesn't just cast his seeds to the wind. A farmer nowadays has to know about crop rotation, water requirements as well as availability, land preparation (tilling & manure), market and harvesting. We need to find out the state of your network and spend a little time seeing how it's constructed. Look, rather than just talk about this in a generic sense, might I suggest one of these two options?
- Just like you Mr. Farmer, before determining what to plant each year you need to research the land, weather, soil type, operations for harvesting the crop and water source, we need to take a look at the state of your network...

Architecture

Value Proposition

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- At _____, our approach is a bit different. “Just like an architect arriving at an appropriate design solution, it is imperative that you know your client’s needs and desires, applicable codes and ordinances, and stay within budget.” We need to find out the state of your network and spend a little time seeing how it’s constructed.
- Just like an architect who doesn’t know anything about a new job site until he understands the location, draws out his client’s needs we need to find the state of your network, spend a little time to see how it is constructed.

Applications

- AutoDesk software – Review the product family before your call
- 3D Modeling - Revit software
- File storage - Everyday files and historical data
- Submittal Exchange - If not being used check it out and suggest

Needs/Motivators

- Grow client list
- Just in time workflow/Project Management
- On time & under budget
- Share/Collaborate information internal/external
- Technology to win more business
- Time management
- Quality presentations using technology
- Technology to attract workforce
- License monitoring
- Collaboration
- Billable time

Attorney

Value Propositions

- At _____, our approach is a bit different... Just like an attorney preparing a case to defend a client by interviewing witnesses, pulling crime scene reports, and reading case law, we need to investigate the state of your network and look for any loopholes in its

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configuration. Look, rather than just talk about this in a generic sense, might I suggest two options?

- We do things a bit different from other managed service providers. Our approach is not unlike your process in determining whether you will take on a new case, there is due diligence to follow, discovery of evidence, and interviews with people involved in the case. When you share this information you can then inform your client on what your services will entail. We need to follow a similar process to be successful for you.
- At _____, we like to do things a little differently, we like to get the lay of the land. Just like an attorney prepares for a case by meeting his clients, looking over evidence, reviewing related cases, and studies the case, we need to find out the state of your network and spend a little time to see how it is constructed.
- Just like you Mr. Attorney, who must consolidate facts from multiple witnesses, experts, police and/or emergency responders. We need to consolidate information from your users and exerts to properly understand the risks and challenges of your IT environment.

Applications

- Abacus Law
- Clio
- Needles
- Time Slips
- Time Matters
- Jarvis
- FileVine
- Rocket Matter
- Adobe Suite
- Nuance
- Lexis Nexis

Needs/Motivators

- Billable Hours, recouping costs for printing and imaging, tracking cases from beginning to end, client referrals, maintaining paper based records, integration with phone systems and case management software, network and document security, collaboration, mobility, document formatting, lost documents, large amount of email.
- Talent recruitment.

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- Clients have become more assertive in their fee discussions and law firms are being forced to “do more with less- alternative fee arrangements (any non-hourly fee arrangement) seem to be the preferred strategy.
- Pricing must be part of every firm’s strategy. Otherwise, too many firms will fall into a discounting mode which will have a direct impact on margin and profitability.
- Technology and social media.

Processes

- Paralegals and assistants are engaged in a high amount of document preparation, attorneys and staff are charged with case file management, tracking clients in practice management software, document formatting, case submittals. High visibility, communication very important, largely mobile workforce. Remote access of information, highly reliant on shared calendars, phones, and centralized data management with staff.

Auto Mechanic

Value Proposition

- What we like to do is come in and see the lay of the land. Just like a mechanic who doesn’t know anything about a car in for repairs until you use a diagnostic computer to check the engine performance, run oil and fluid tests, inspect brakes, tires and lights on the car for a full status we need to find out the state of your network and spend a little time seeing how it is constructed.

Banker

Value Propositions

- At _____, our approach is a bit different. Just like a banker who knows nothing about his/her new client until reviewing the clients personal and/or business information, tax returns, along with a credit report to find out their current statement of financial standing we need to find out the state of your network and spend a little time seeing how its constructed.
- Just like a Banker who knows nothing about the loan- he uses tools like credit reports, the last three years of taxes, paystubs, and may call to check about his current employment.

Applications

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- CORE Processor (ex. FiServ or COCC)
 - Is it hosted or in house
- Banking Manager Software
- Scanning Software (Scan Documents)
- Security Software
- Loan Processing Software

Needs/Motivator

- Value their clients
- How to be competitive with other banks
- How to leverage technology, but also stay secure
- Security is a major concern and resource consumption
- Tellers/Front Line People

Processes

- How to communicate between branches and how to best serve those workers (RDP, fat clients, VDI)
- Keeping technology up to date, but also making sure things are secure.
- Slow service when something is down and many updates on 3rd party solutions.

Cardiologist

Applications

- Athena
- All Scripts
- Greenway
- MediTouch
- NueMD
- Care Cloud
- Aprima
- Centricity
- Chart Logic
- McKesson
- ChartsMD

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Certified Public Accountants

Value Propositions

- Just like a CPA who doesn't know anything about his new client until he sees P + L statements, balance sheets, statements of cash flow, and maybe even tax records and corporate filings, we need to find out the state of your network and spend a little time to see how it's constructed.
- At _____, our approach is different. Just like a CPA who doesn't know anything about his client until he uses/gathers things like W2's, I-9's, prior year tax returns, quarterly statements, we need to find out the state of your network & spend a little time seeing how it is constructed. Look, rather than just talk about this in a generic sense, might I suggest one of these two options.
- At _____, our approach is a bit different. What we like to do is come in and see the lay of the land. Just like a CPA who doesn't know anything about his new client until he reviews part tax returns, a Profit Loss Report, a balance sheet and maybe even a statement of cash flows, we need to find out the state of your network and spend a little time seeing how it's constructed.
- Our approach is a bit different... Just like a CPA who is advising on taxes and estate planning, we need to look at tax records, income statement reports from your accounting software. We need to find out your status, are you a corporation, LLC or sole proprietor. We need to find out the state of your network, how it is constructed... Look rather than just talk about this in a generic sense....

Church

Value Proposition

- At _____, our approach is different. Just like a church leader who doesn't know anything about his church until he understands their ministries, this growth challenge, the tithing of the congregation, and the makeup of the membership, we need to find out the state of your network and spend a little time seeing how it's constructed. Rather than just talk about this in a generic sense, might I suggest one of these two options?

Applications

- Church Management Software

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- ACS
- Fellowship One
- Community Church Builder
- Pro Presenter
- Logic
- Finale
- Mail Chimp
- Video Editing
- Audio Studio
- Final Cut Pro
- Adobe Creative Suite
- Child Check-In Programs
- Hours of Operation, M-F? S-Thurs? Hours?
- Integrated Lighting System
- Public Wifi
- Mobility and Security for Pastors/Clergy
- Redundancy for Weekends

Chiropractor

Value Proposition

- At _____, our approach is a bit different. What we like to do is come in and see the lay of the land. Just like you Miss. Chiropractor, we need to use tools like spinal measurements, x-rays, physical exams and patient history to best know how to treat a new patient, we need to find out the state of your network and see how it's constructed.

Civil Planner

Value Proposition

- Here at _____, our approach is quite different. Just like a civil planner who knows nothing about a potential site until he surveys and uses tools to get the topography, soil conditions, and water flow during floods before designing a new sky scraper, we need to find out the shape of your network foundations, run some tests and spend some time analyzing the results, seeing how it was built.

Construction

Value Propositions

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- Mr. or Ms. Customer, just like in your industry, before you start a new project, you'll have to take a look at the property or land. Look at the design, check to see what kind of permits you'll need, study project requirement, and take a look at any environmental requirements.
- Just like you Mr. Contractor, before you rehab a 100-year old building you know nothing about until you thoroughly inspect the foundation, electrical, plumbing, insulation, and structural integrity, we need to find out the state of your network and spend a little time seeing how it's constructed.
- At _____, our approach is different. Just like a custom home builder who doesn't know anything about his client's ideal house until he has found his client's needs, reviewed utilities, city permitting, and budget, we need to find out the state of your network and spend a little more time seeing how it's constructed. Look, rather than talk about this in a generic sense, might I suggest one of these two options...
- Just like a builder who doesn't know anything about the building plans until he speaks to the client and goes through budget, timeline and materials, we need to find out the state of your network and spend a little time seeing what it's made up of.
- At _____, our approach is a bit different. Just like a contractor who doesn't know anything about the land he is going to construct a building on until he visits the lot, reviews the zoning, ordinance, checks erosion laws, and public facilities we need to find out the state of your network and spend a little time seeing how it's constructed. Look, rather than just talk about this in a generic sense, might I suggest one of these two options?
- Just like a construction company, who knows nothing about a new job until they get environmental reports, pull permits, hire up subs, and process blue prints, we need to find out about your network and spend a little time seeing how it all comes together.
- At _____, our approach is a bit different, what we like to do is get the lay of the land. Just like ABC Construction won't bid or build a project until you have seen the architectural plans, material costs, soils tests and know the current labor costs, we will need to spend a little time to see your network and how it is constructed.

Defense

Value Proposition

- At _____, our approach is a bit different. Just like you here at D.O.D, before you can order new vehicles, weapons and safety equipment for the field you must first evaluate how many troops are in harm's way in how many conflicts, what escalation might mean

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in additional needs and of course your budget. Look, rather than just talk about this in a generic sense, might I suggest one of these two options?

Dentist

Value Propositions

- At _____, our approach is a bit different. Just like a dentist who uses tools, X-rays, sensors, molds, and cameras before they start drilling and pulling teeth, we need to find out the state of your network and spend some time seeing how it's constructed before we can suggest a solution. Rather than just talk about this before, might I suggest 1 of 2 options...
- Just like a dentist does not know anything about his new patients teeth until he x-rays, cleans and checks for cavities we need to find out the state of your network and spend a little time to see how it is constructed.

Biggest Challenges:

- Reimbursement for insurance providers (Delta Dental)
- Patient accumulation and attrition
- Technology advancements including equipment that requires monitoring and updating
- HIPAA compliance
- Most all same challenges any other healthcare provider would have
- Corporate dentistry putting pricing pressure on the independents

Applications:

- MS Office Suite
- Quick Books
- 3rd party software to run imaging equipment
 - Optical Scanners
 - Digital X Rays
 - Intra Oral Cameras
 - The Wand
- CAD/CAM for dental designs
- Practice Management (EMR or maybe just scheduling)
 - Dentrix
 - SoftDent

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- PracticeWorks
- EagleSoft
- Dovetail
- MOGO Cloud Dental
- ACE Dental
- DentiMax
- Denticon
- Patterson
- Many, many more. EagleSoft seems to be one of the most popular in our market.

Needs:

Dentists need technical support to help with the new practice management systems, many being cloud based. They are also struggling with all of the new technology out in relation to imaging, design and comfort for the patient. In a push to add more clients and pressure from the corporate dentist they are forced to explore new offerings and technologies but are unsure how to implement, install, manage and update the new systems.

Dermatology

Value Proposition

- At _____, our approach is a bit different. What we like to do is get the lay of the land. Just like a dermatologist doesn't know anything about the patient and what to prescribe them until he uses tools like allergy tests, skin samples, cancer testing, and some visual inspection we need to find out the state of your network and spend a little time to see how it is constructed.

Distribution

Value Propositions

- At _____, our approach is a bit different. What we like to do is come in and see the lay of the land. Just like in the Distribution industry, if you don't know anything about a new retailer you use credit applications, credit reporting tools and go over annual quotas before you sign them up. We need to find out the state of your network and spend a little time seeing how it's put together.

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- Our approach is different... I'm sure you wouldn't add new products or vendors without doing a little research, you'd want to understand pricing models, credit terms, discounts and promotions before making the move. In the same way, we want to be sure that we fully understand your current environment so that we can offer you the solution that best meets your needs.

Education

Value Propositions

- At _____, our approach is a little different. Just like a teacher who doesn't know where their students are mentally, academically, and maturity-wise at the beginning of the year, he uses tools like benchmark testing, homework assignments, group activities, and maybe even PSSA scoring to find out the state of the class and students and spend time understanding each student's maturity level to tailor your lesson planning. Look, rather than just talk about this in a generic sense, might I suggest one of two options?
- At _____, our approach is a bit different. Just like an educator/administrator who can't determine education requirements, targets, and goals without knowing the curriculum, guidelines, testing expectations and regulations, we need to understand your network and spend a little time to understand your technology and how it relates to your objectives, requirements and tools needed by your staff. Rather than just talk in a general sense, might I suggest one of these two options?

Engineering

Value Propositions

- Just like you Mr. Engineer who would need to survey the land using tools such as companies, theodolites, or leveling staffs to make sure you know what you are getting into and judge your progress.
- Just like you before you take on a new project, you look at plans and environmental studies and surveys, we also need to look at your network.
- At _____, our approach is a bit different. Just like an Engineer who knows nothing about a project until surveys, soil analysis, preliminary drawings and a scope of work are generated, we need to find out the state of your network and spend a little time seeing how it's constructed. Look rather than just talk about this in a generic sense, might I suggest one of the two options?

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Entertainment

Value Proposition

- At _____, our approach is a bit different. Just like a manager opening a building for the day, he has to inspect the facilities for safety issues, he has to verify he has the funds, inventory, staffing, and even movies so that he has the tools to properly serve the guests and facility will function as expected. We need to do the same.

Financial Advisor/Services

Value Propositions

- At _____, our approach is a bit different. Just like a broker who doesn't know anything about a new security stock until she gets information the analysts, traders, and market provide, we need to spend a little time to see how your network is constructed.
- Just like a financial advisor doesn't know anything about a potential client situation until he collects and analyzes statements, insurance, wills, estate planning information and a prospective hopes and dreams, we need to spend a little time diagnosing your network and what's important to you rather than just talk about this in a generic sense.
- Just like a financial advisor who doesn't know anything about his new client until he understands income, current investments, assets, debts, inheritances, savings, and expenditures, we need to find out the state of your network and spend a little time seeing how it's constructed.
- Just like you, Mr. Stockbroker, because of your fiduciary responsibility, it wouldn't be ethical to recommend an investment without first knowing a client's tax bracket, their current investment allocation, risk tolerance, the cash reserve, monthly expenses and income.
- At _____, our approach is different. What we do is come in and see the lay of the land, just as an investor would before putting money into a stock. There is some research that needs to happen. You'd research what the company does, historical performance, 10-K and 10-Q reports, and recent news that could impact their stock We research your network to see how it is constructed, detect issues that may be impacting the server's performance, and run diagnostic utilities together. Those reports that can then be reviewed.

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- At _____, our approach is different. What we do is come in and see the lay of the land, just as a financial advisor does not know her client until she looks at their assets, current financial plan, retirement package and spending habits we need to find out the state of your network and spend a little time seeing how it is constructed.

Needs/Motivators

- Optimal Uptime
- Redundancy
- Virtualization
- FINRA
- SEC
- PII

Applications

- Charles Schwab
- Bloomberg

Processes

- Hours: 7am – 4:30pm CST (Trading Hours)
- Usually large infrastructures
- Multiple Locations
- Off-Site File Access is Key
- Fast Response with Constant Communication
- Global Relay (Email Archival)
- Secure Email

Gastrointestinal

Applications

- EMR/EHR-MD Reports
- Kareo
- Advanced MD
- GMED
- Simplify MD

Needs/Motivator

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- Billing issues, insurance claims, meaningful use, Medicare, Medicaid claims, scheduling, reimbursements, HIPAA-Protecting PHI.
- Growing the clinical side and business side.
- Adding new providers and doctors to the practice.
- Contract negotiation, credentialing.
- Protecting patient health information from loss, theft, abuse.
- Network security.
- Doctors are cheap.
- Believe cloud based EMR/EHRs provide all the protection they need.
- If the doctor a partner or is there some sort of revenue share in a multiple doctor practice.
- MACRA-Merit based incentive payment system, advanced alternative payment models.

Processes

- If the practice provides outpatient care for procedures, have to maintain both clinical side and business side.
- Many looking to provide patient portals for access of medical records, go paperless with charts, medical records, paperwork.
- Reduce billing turnaround time, ensure staff understands changing landscape of medical requirements.

Home Inspection

Value Proposition

- At _____, our approach is a bit different. As a home inspector you know nothing about the house you are inspecting until using tools to test for asbestos, mold, check the foundation, structural integrity and plumbing, we use tools to look at your network.

Hospitality/Hotel

Value Proposition

- Like a hotel would not open a new location without doing market research to discover competition, local events, revenue potential, high season, etc.

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- Just like you, hotel manager, you would not block your rooms without having knowledge of these having reservations such as knowing number of adults and children, seniors or members of a particular group.
- At _____, our approach is a little different. What we do is come in and see the lay of the land. Just like you, Mrs. Hotel Manager, have to check every room to make sure they are clean, make sure all staff is in order to assist your guests, systems are working properly for check ins and check outs, we need to find the state of your network and spend time to see how it is constructed.

Insurance

Value Proposition

- Just like you Mr. Agent, before you can provide a proper plan for a client, you must first check background information, police reports, medical history, perform health checks of the client's current status, family information, goals for the future, retirement plan, monthly income, monthly expenses, check if they are a smoker or non-smoker, etc.... we need to find out the state of your network and spend a little time seeing how it's constructed.

Law Enforcement

Value Proposition

- So just like a detective who as to gather evidence from an uncorrupted crime scene using forensic tools available to him, or conduct interviews with witnesses, we need to evaluate the status of your network and interview your deputies.

Legal

Value Proposition

- Just like you would take on a client, you interview them when they want to seek litigation, gather some preliminary evidence, take some witness accounts... all this goes into determining whether you can make the case and get a favorable judgement... we do the same to determine the state of your network.

Applications

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- TAB3 - case management, time keeping, accounting
- Worldox - document management
- Needles - case management for trial lawyers, time keeping
- WealthCouncl/HotDocs - document forms creation and content management for family law
- SoftPro - real estate closing software

Needs/Motivators

- Security
- Encrypted/secure emails
- DR.

Manufacturing

Value Propositions

- Just like you Mr. Manufacturing CEO, when you venture to bring a new product to market, you will conduct market research, engage focus groups, and evaluate the feasibility of your engineers and production teams to produce a quality product at a reasonable price, we need to find out the state of your network and spend a little time seeing how it's constructed. Look, rather than just talk...
- At _____, our approach is a bit different. Just like an engineer who cannot design a piece of equipment until they understand the natural requirements, the tensile strengths, the capacity, or flow rates, we need to understand the capacity, requirements, the components, and current state of your network. Look, rather than talk about this in a generic sense, let me off two options.
- Just as when you develop a product for a client, you need to go onsite to review the specs on a product, structured integrity needs, materials, and software needed to develop the part, we need to find out the state of your network.
- At _____, our approach is different. Just like manufacturers that don't know anything about the product they're making until they review specs, resource planning, check EPA regulations and sustainability requirement, we need to find out the state of your network and spend a little time seeing hot it's constructed. Rather than just talk about this in a generic sense, might I suggest one of the following options?
- Just like a manufacturing plan that doesn't know anything about new customer until they see what they are making, what compounds they will need and what the packaging is

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going to look like, we need to find out the state of your network and spend a little time seeing how it's constructed.

- At _____, our approach is a bit different. What we like to do is come in and see the lay of the land. Just as you Mr. Manufacturer who does not know a new product until you look at the blue prints, check inventory, calibrate and check the assembly line , test the product and finally ship it out, we need to find out the state of your network and spend time seeing how it is constructed.

Applications

- Software Vendors QuickBooks
- CRM solutions
- Industry specific ERPS
- MAS 500 (now SAGE) Accumatica

Needs/Motivators

- How to incorporate technology to help business grow, Security of documentation and processes, lots of legacy forms, distributed workforce-field techs, administrative staff, manufacturing floor workers. Turnover high. Document archival and retrieval of legacy information, orders, parts, etc. Cost of goods increasing.
- Processes-Typically you have a sales team that produces orders to manufacturing for production and distribution. They may be a retail or commercial operation. Some have high ticket machining equipment, possibly looking to 3D to help drive their business. Supply chain management is important.

Medical Office

Value Proposition

- At _____, our approach is different. What we like to do is come in and see the lay of the land. Just like when a Dr. has a new patient he would use tools like x-rays, scanners, stethoscopes, and labs to diagnose a patient, we need to find out the state of your network and spend time seeing how it is constructed

Needs/Motivators

- HIPAA
- Most Medical Offices Use Gmail for Email

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- Secure Email Needs

Applications

- EMR – electronic medical records
- eMDs
- Athena Net
- EHR Software
- NexTech

Processes

- On-Site X-Ray or Scanning
- Data Storage Needs
- Usually Don't have Firewalls
- Exam Room Computers?
- Scheduling Software separate from EMR

Metal

Value Propositions

- At _____, our approach is different, we need to inspect what we are dealing with so we pick the right tools for the job.
- Just like you need to know the properties of the material, how it's going to be applied, which environment it will be subject to and which regulations will apply to the end product before you choose the right production process.

Non-Profit

Value Propositions

- At _____, our approach is different. What we like to do is come in and see the lay of the land. Just like you, Mrs. Executive Director, who doesn't know anything about a new corporate donor until you do a little research on the company like look at financial growth, past donation history, interests of CEO's to anticipate funding potential, we need to find out the state of your network and spend a little time seeing how it's constructed.

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- Just like you Mr. Non Profit CEO, before you seek to expand your membership numbers you have to compile lists of those likely interested in joining, contact them or market to them advising on how important their contribution is while creating the urgency that keeps your members engaged! We do the same by finding out the state of your network.
- At _____, our approach is a bit different. What we like to do is get the lay of the land. Just as you will not accept a youth into your program without initial referrals, background information, family history, and possibly a criminal record check, we need to see your network and spend a little time seeing its current state.

Applications

- Tech Soup
- Sales Tax Breaks
- Non-Enterprise Equipment
- Word of Mouth (Very involved in the community)
- Software
 - Salesforce
 - Donor Perfect
 - PeachTree

Needs/Motivators

- Grant Writers
- Stabilize budgets to flat rate
- Combine all services to one vendor
- Relationship building is key

MSP

Value Proposition

- At _____, our approach is different, what we like to do is come in and see the lay of the land. Just like a MSP needs to properly diagnose a client's network to find potential issues, assess what staff needs are and what tech efficiency looks like, as well as test new solutions before putting them live in a client's environment, we need to find out the state of your network and spend a little time seeing how it's constructed.

Oil & Gas

Value Propositions

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- At _____, our approach is different. Just as a reservoir engineer who has no production curves, no Aries report, no 3D geology, or borehole diagrams- would not be able to produce a reservoir report, we need to find out the state of your network.
- At _____, our approach is different. Just like your field techs and delivery, drivers have to inspect the area, the propane tanks, propane usage, and determine the size of tanks they need, and how often to fill them we need to find out the state of your network and spend a little time seeing how it's constructed.

Applications

- Drilling Software
- Weight Measuring Software
- Lots of Web Based Applications

Needs/Motivators

- Limited Bandwidth (ISP)
- Redundancy in equipment required

Processes

- Usually large number of staff, not many computer users
- Point of Sale Systems
- Multiple Branch locations in remote areas

Plumbing

Value Proposition

- Just like you Mr. Plumber, you will need to know where the water line comes in, how large the building is, how many facilities the building has, what type of piping is in place or needs to be in place before you can quote your services.

Property Management

Value Propositions

- At _____, our approach is a bit different. Just like a Property Manager who knows nothing about a new Property until he researches the structural integrity of the foundation, any existing maintenance issues, and access to utilities to find out what's

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going on with his new building, we need to find out the state of your network and spend a little time seeing how its constructed.

- Just like a property manager that knows nothing on a new property you're looking to manage until he evaluates the foundation to its building, the day to day operations the time and cost to up keep and maintain the property in order to find out what's all entailed to manage that property, we need to....

Real Estate

Value Propositions

- Just like a great real estate agent who doesn't know anything about a new property until he/she uses tools like property metrics and maybe even an onsite evaluator of that location, we need to find out the state of your network and see how it's constructed.
- So just like a real estate firm, before you buy a property you need to go onsite, get a mortgage, research existing tenants and have an inspection, we have to see the state of your network to see how it's constructed.

Needs/Motivators

- Multiple Listing Service (Web Based)
- Contract Creation/Management
- Email/Calendar Management
- Data storage needs for back office/Marketing
- Transmission of PII via email (Agents)
- Electronic Signatures (eSign)
- Web Intensive (Searching Listings)
- Mobility is Key (Cell Phone for Everything)

Restaurant

Value Propositions

- At _____, our approach is a little different. We like to do our due diligence. Just like your corporate chef would research and develop new menu items, determine cost challenges to implement, and ensure they fit your customer base and the concept of your restaurants.
- Just like a customer coming into your restaurant needing to see a menu, wanting to know the specials, and possibly look at a wine list before they can determine if your

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restaurant is acceptable, we also need to go in to your business so we can determine what decisions are best for your network. Look, rather than talk about this in a generic sense, might I suggest these two options?

- Just like a chef, I can't just start cooking anything for you. I have to see if you have any allergies, or if you're vegan, or if you're on a gluten-free diet. We need to find out the state of your network....

Retail

Value Propositions

- Just like a retail store rep who knows nothing about his customer until he finds out the color, size, shape, who it's for and what they want to get out of the product, we need to find out where you are in your network and spend a little time seeing how it's currently set up.
- Just like a retail clothing store that is adding a major line of new dresses, they need to understand production schedule, quantities, promotions, distributions, and space requirement as well as part #s and pricing in order to have a successful launch- we need to understand the state of your network and spend time seeing how it is constructed so our recommendation is relevant.
- At _____, our approach is different, what we like to do is come in and see the lay of the land. Like retailers use market research, to identify customer base, fashion in the region and spending habits to establish the clothes they will sell we have to see the state of your network to see how it's constructed.

Security

Value Proposition

- Just like a security company who needs to install a new security system, they need to look at building construction, number of doors, number of windows, if the building/facility is open 24/7, we need to take a look at your network. Look, rather than just talk about this in a generic sense...

Staffing

Value Proposition

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- Just like in staffing when you don't know the suitability of a candidate and their potential rich to your clients, you qualify then using interviewing, testing, and reference checks.

Vineyard/Winery

Value Proposition

- Just like you XX when you are making a new wine, you check the fermentation, temperature, soil quality, and climate and decide between oak or steel tanks, we need to
....

Wholesale Vendors

Value Proposition

- Mr. Manager, just like a supermarket that knows nothing about their new wholesale vendor until they look at pricing, product, delivery dates and availability. We need to find out the state of your network and spend a little time seeing how it is formatted

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