

Call to Schedule a Sales Success Roadmap Appointment

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Massive

2026

Immediate, High-Impact AI Readiness Playbook

Level Up!



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Re-Certified Hardware w/Lifetime Warranty

WHAT IT IS:

Enterprise-grade refurbished network, server, telephony, and UPS equipment with lifetime warranty and deep discounts.

WHAT IT DOES:

-  Offers Cisco, HPE, Dell, APC, and other leading brands
-  Reduces CAPEX by 60–90%
-  All hardware tested, cleaned, and shipped with RMA support

PRICING:

Typically 60–90% below MSRP; lifetime warranty included

SALES PARTNER TALKING POINTS:

- ✓ Ideal for budget-conscious refreshes, DR sites, and lab builds
- ✓ Avoids lead times or backorders



Password Management

WHAT IT IS:

A secure password management platform designed for business use, enabling centralized credential control.

WHAT IT DOES:

-  Stores and autofills credentials securely with end-to-end encryption
-  Supports SSO, MFA, and dark web monitoring
-  Enables team and role-based credential sharing without revealing passwords
-  Auditing and compliance dashboards

PRICING:

\$6/user/month

SALES PARTNER TALKING POINTS:

- ✓ Reduces password reuse and insider risk
- ✓ Makes employee onboarding/offboarding more secure
- ✓ Recommended for cyber insurance requirements

The AI Roadmap Overview

The 4 Pillars of AI in 2026



Pillar 1 - Secure It

The first step in any AI initiative is ensuring data access, permissions, and collaboration controls are properly secured. Without this foundation, AI tools can amplify risk rather than value.



Framework Alignment CMMC, NIST, SOC2, HIPAA, etc



WHAT IT IS:

An ongoing compliance readiness engagement aligned to industry and regulatory frameworks.



WHAT IT DOES:

-  CMMC, HIPAA, SOC 2, and PCI readiness support
-  Bi-weekly engagement meetings
-  Evidence collection, control mapping, and governance structure
-  Gap remediation scoped separately



PRICING:

\$5,495 per month
12-month engagement



SALES PARTNER TALKING POINTS:

-  Ideal for organizations without internal compliance expertise
-  Supports audits, insurers, and regulators



Free Server Infrastructure Assessment & Optimization



WHAT IT IS:

Complimentary review of on-prem and virtual server infrastructure to identify risk, performance gaps, and cost inefficiencies.

SCOPE:



Physical and virtual servers (Hyper-V, VMware)



Storage, backups, and replication



Resource utilization, capacity, and performance



OS versions, patching, and lifecycle status



Configuration gaps, single points of failure, and resiliency risks



PRICING:

Assessment at no charge. Remediation, upgrades, or optimization scoped separately. Avg deal range: \$2,000+



SALES PARTNER TALKING POINTS:

- ✓ Highlights stability and uptime risks before failures occur
- ✓ Identifies cost savings through right-sizing and consolidation
- ✓ Creates a clear roadmap for modernization and lifecycle planning



Access Control Assessment

WHAT IT IS:

A focused assessment of Microsoft 365 access controls to understand who has access to what data and why.

WHAT IT DOES:

- Full Microsoft 365 assessment showing all users, permissions, and assigned roles
- Requires administrative access to the tenant

PRICING:

1 hour assessment \$225

SALES PARTNER TALKING POINTS:

- Creates visibility into over-permissioned users and risky access patterns
- Establishes a baseline for AI and Copilot readiness



Identity Protection Analysis

WHAT IT IS:

A targeted review of identity and access security policies within Microsoft 365.

WHAT IT DOES:

- Assessment of security policies in the Microsoft 365 tenant
- Review of MFA status and access allowances
- Recommendations to strengthen identity protections

PRICING:

1 hour assessment \$225

SALES PARTNER TALKING POINTS:

- Identity is the primary attack surface for AI-enabled environments
- Improves readiness for Zero Trust and Copilot



Free Network Assessment



WHAT IT IS:

A no-cost health check and performance assessment of your existing network, including firewalls, switches, Wi-Fi, and Internet connectivity.



WHAT IT DOES:

- Topology, inventory, firmware, and configuration review
- Identification of performance gaps, risks, and single points of failure
- Security posture evaluation including firewall rules, segmentation, and remote access
- Summary report with prioritized findings and remediation options



PRICING:

Initial assessment is free.

Remediation or managed network services scoped separately.
Avg deal range: \$3,000+



SALES PARTNER TALKING POINTS:

- Low-friction entry point for Network Monitoring or Managed Network as a Service
- High-value assessment for both prospects and existing customers



Security Awareness Training

WHAT IT IS:

AI-powered security awareness and phishing simulation platform designed to adapt training to individual user behavior and risk.

WHAT IT DOES:

-  Personalized phishing simulations
-  Micro-learning training tailored to performance
-  Seamless M365 and identity platform integration
-  Tracks clicks, completion, and compliance

PRICING:

\$8/user/month

SALES PARTNER TALKING POINTS:

-  Reduces phishing risk and human error
-  Supports FTC, HIPAA, SOC 2, and cyber insurance requirements
-  Improves engagement through AI-driven training



Data Classification Exercise

WHAT IT IS:

-  A structured exercise to label organizational data based on sensitivity and business value.

WHAT IT DOES:

-  Data labeled by sensitivity and business importance
-  Foundation for retention, protection, and AI usage controls
-  Additional hours may be added as needed

PRICING:

-  2 hour assessment \$450

SALES PARTNER TALKING POINTS:

-  AI is only as safe as the data it can access
-  Classification is critical for Copilot, automation, and compliance



Secure Collaboration Analysis

WHAT IT IS:

An assessment focused on how data is shared internally and externally across collaboration platforms.

WHAT IT DOES:



- Clear visibility into sharing practices
- ✓ Identification of exposure risks with partners, vendors, and external users

PRICING:



1 hour assessment \$225

SALES PARTNER TALKING POINTS:

- ✓ Reduces accidental data exposure before AI adoption
- ✓ Supports secure collaboration without slowing productivity



Compliance FTC/PCI/HIPAA/SOC2



WHAT IT IS:

Audit-readiness, documentation, and advisory services for clients needing to meet regulatory or industry frameworks.



WHAT IT DOES:

- Establishes a recurring working cadence with a project manager and engineer
- Configures systems and documentation to meet required security and compliance controls
- Provides vCIO-level guidance on security strategy, roadmap, and regulatory alignment
- Produces audit-ready evidence and coordinates with auditors, regulators, and insurers



PRICING:

\$5,695/month ongoing engagement.



SALES PARTNER TALKING POINTS:

- Ideal for SMB to Mid-Market that don't have internal compliance expertise
- Mandatory for financial services, healthcare, and SaaS firms



Microsoft 365 Subscription Price Changes

WHAT IT IS:

Overview of Microsoft 365 pricing model changes and best practices for optimizing licensing.

WHAT IT DOES:



Summarizes increases: +20% (monthly), +5% (annual/monthly), no change (annual/annual)



Explains licensing strategy for budget stability



Helps partners advise clients on cost-saving adjustments

PRICING:

No cost; advisory service

SALES PARTNER TALKING POINTS:

- ✓ Many clients overpay without realizing it
- ✓ Annual commitment often best value



Microsoft 365 Copilot AI Readiness

WHAT IT IS:

Structured assessment to ensure your Microsoft 365 environment, data, security, and governance are ready for Copilot.

SCOPE:



Licensing, identity, and security eligibility



Data locations, permissions, and sharing across SharePoint, OneDrive, and Teams



Data classification, retention, and exposure risks



Copilot readiness scorecard with prioritized remediation



Phased rollout roadmap aligned to business goals and risk tolerance

PRICING:

Copilot Readiness Assessment: Starting at a flat engagement fee of \$2,495/tenant.
Add-Ons for remediation and applying recommendations additional.

SALES PARTNER TALKING POINTS:

- ✓ Many organizations are not security- or governance-ready for Copilot
- ✓ Positions you as a strategic AI advisor, not just a licensing provider



Managed AI Copilot Deployment and Optimization

WHAT IT IS:

Managed services to deploy, secure, and optimize Microsoft Copilot.

WHAT IT DOES:

-  Assessment, deployment, and security alignment for Copilot
-  Ongoing optimization aligned to business goals
-  Custom Copilot assistants and workflow integrations
-  Executive education and adoption guidance

PRICING:

-  Block of hours starting at 10 hours \$2,250

SALES PARTNER TALKING POINTS:

-  Positions partners as AI advisors, not tool resellers
-  Ensures safe and effective AI adoption



ReadyQuote Self-Service SOW & Budgetary Quoting



WHAT IT IS:

A self-service quoting and draft SOW platform that enables customers and sales teams to generate budgetary pricing and project scopes in minutes.



WHAT IT DOES:

- Guided intake for projects, managed services, and licensing
- Automatically generates draft Statements of Work based on predefined templates
- Provides instant budgetary pricing and service estimates
- Standardizes scope, assumptions, and exclusions to reduce sales friction



PRICING:

Included as a partner tool (no direct cost)



SALES PARTNER TALKING POINTS:

- Accelerates sales cycles by removing manual scoping delays
- Reduces pre-sales engineering effort and rework
- Delivers consistent, repeatable quotes and SOWs at scale

Operational Technologies



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Pillar 2 - Manage It

Once security foundations are in place, organizations must actively manage identity, cloud posture, endpoints, and operational visibility.



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Continuous Compliance Monitoring

WHAT IT IS:



Ongoing monitoring of Microsoft 365 environments for policy and control changes.

WHAT IT DOES:



- Continuous monitoring for policy drift
- Validation of alignment and control effectiveness
- Ensures compliance is always priority

PRICING:



\$250 per tenant

SALES PARTNER TALKING POINTS:



- Keeps AI environments compliant over time
- Reduces audit and regulatory risk



Salesforce Design, Deployment & Support

WHAT IT IS:

AI-enabled CRM design, implementation, and support services built on Salesforce.

WHAT IT DOES:



Translates manual processes into Salesforce workflows



Designs Sales, Service, and Experience Clouds



Applies AI-driven insights and automation



Provides ongoing admin, optimization, and support

PRICING:

Design and deployment typically \$10,000–\$75,000+
Ongoing admin and support via monthly retainers

SALES PARTNER TALKING POINTS:

- ✓ Ideal for spreadsheet-driven or legacy CRM clients
- ✓ Creates a single, intelligent system of record
- ✓ Improves visibility, efficiency, and decision-making

Microsoft Dynamics 365

WHAT IT IS:

An enterprise-grade, AI-enabled ERP and CRM platform built on Microsoft Dynamics 365.

WHAT IT DOES:

-  Migrates data and processes from legacy systems or existing cloud CRMs into a unified, AI-driven D365 environment
-  Automates workflows, approvals, and business rules using Power Platform, Dataverse, and low-code AI tools
-  Migrates legacy and cloud CRM/ERP data into D365
-  Supports Finance, Sales, Field Service, Customer Service, and Marketing

PRICING:

\$25,000–\$250,000+ depending on module scope and customization

SALES PARTNER TALKING POINTS:

- ✓ Scalable from 25 to 500+ users
- ✓ Integrates natively with Microsoft 365 and Azure
- ✓ Eliminates silos with AI-driven insights



ITSM via HaloITSM

WHAT IT IS:

Enterprise IT Service Management (ITSM) platform delivered as a SaaS offering with MSP customization and support.

WHAT IT DOES:

-  Centralizes IT helpdesk, asset tracking, change control, and self-service
-  Integrates with Microsoft Intune, Azure, NinjaRMM, Slack, Teams, and more
-  Supports ITIL workflows and SLA enforcement

PRICING:

\$7,500 for initial setup
\$105/user/month depending on modules

SALES PARTNER TALKING POINTS:

- ✓ Perfect for in-house IT teams that lack structure or reporting
- ✓ Helps partners standardize service delivery and prove ROI to executives



Readiness Assessment Windows 10/11 Upgrade

WHAT IT IS:

Turnkey assessment and migration planning for environments still running Windows 10, with Windows 11 readiness evaluation.

WHAT IT DOES:

- Audits devices for Win11 compatibility (CPU, TPM, RAM, firmware)
- Recommends upgrade paths, reimaging plans, or device refreshes
- Supports Intune/Autopilot-based zero-touch deployments
- Incorporates Windows Hello, BitLocker, and Defender security features

PRICING:

\$2,500 flat for <100 devices
\$150–\$250/device for upgrade projects
Optional hardware quoted separately

SALES PARTNER TALKING POINTS:

- Windows 10 support ends Oct 2025 — urgency is increasing
- Some devices will require replacement or secure reimaging



AI-Powered Productivity and Workflow Automation

WHAT IT IS:

Professional services to automate routine and time-consuming business processes using AI.

WHAT IT DOES:

-  Automation of repetitive workflows
- ✓ Improved employee efficiency and focus on higher-value work

PRICING:

-  Block of hours starting at 100 hours

SALES PARTNER TALKING POINTS:

-  Delivers tangible ROI from AI investments
- ✓ Reduces manual effort across departments

Pillar 4 - Use It

With security, management, and compliance in place, organizations can safely unlock AI-driven productivity.



Microsoft Exchange End-of-Life-Decommission & Migration

WHAT IT IS:

Migration planning and execution for clients running legacy on-prem Exchange 2013/2016/2019, including full decommissioning.

WHAT IT DOES:

-  Audits Exchange health, certificates, mail flow, and capacity
-  Migrates mailboxes, shared folders, rules, and calendars to Exchange Online
-  Handles DNS, SMTP relay, journaling, and hybrid uninstall
-  Improves security, performance, and manageability

PRICING:

- \$3,000–\$5,000 for discovery and planning
- \$75–\$150/mailbox for migration
- \$2,500+ for decommissioning

SALES PARTNER TALKING POINTS:

- Exchange 2013 already EOL; others close behind



Microsoft M365 GCC & GCC-High Licensing

WHAT IT IS:

Microsoft's Government Community Cloud offerings for public sector and regulated industries.

WHAT IT DOES:



Ensures compliance with FedRAMP, CJIS, ITAR, DFARS, and DoD requirements



Segregated infrastructure and US-only support personnel



Includes Exchange Online, Teams, SharePoint, and compliance add-ons

PRICING:

GCC: ~\$68/user/month (M365 G5)

GCC High: ~\$1,119/user/year (M365 G5)

SALES PARTNER TALKING POINTS:

- ✓ Required for state/local government agencies and defense contractors
- ✓ Enables secure collaboration within and across government networks



Free Security Assessment

WHAT IT IS:

Complimentary review of your security posture across on-prem and cloud environments.

WHAT IT DOES:



Assesses AD, Azure AD, networking, MFA, and endpoint security



Identifies redundant tools, licensing waste, and misconfigurations

PRICING:

Initial assessment is free. Remediation and optimization billed as follow-up project. Avg deal range: \$1,000+

SALES PARTNER TALKING POINTS:

- ✓ Great conversation starts around cyber risk and cost savings
- ✓ Consolidation often pays for improvements



Pen Test & Vulnerability Scan

WHAT IT IS:

Security testing services that identify and validate exploitable weaknesses across your infrastructure.

WHAT IT DOES:

-  Internal and external vulnerability scanning of servers, endpoints, and network devices
-  Risk-scored findings with prioritized remediation guidance
-  Executive and technical reports including CVSS scores, affected assets, and actions
-  Optional ongoing scans with trend analysis for continuous vulnerability management

PRICING:

Penetration testing: \$3,000–\$10,000 per engagement, based on scope
Ongoing vulnerability scans: \$500–\$1,000 per month, billed per device

SALES PARTNER TALKING POINTS:

- ✓ Often required for SOC 2, PCI-DSS, and FTC compliance
- ✓ Identifies weaknesses before threat actors exploit them
- ✓ Commonly uncovers expired certificates, shadow IT, and misconfigurations



Managed Network as a Service (NaaS)

WHAT IT IS:

Turnkey, fully managed firewalls, switching, and Wi-Fi delivered as a predictable monthly service.

WHAT IT DOES:

-  Design, deployment, and ongoing management per site
-  24x7 monitoring, alerting, and remote support
-  Patching, firmware updates, and lifecycle management
-  Hardware replacement for covered network components

PRICING:

\$250-500/month per site (based on site square footage)

- ✓ Provides “network as a utility” with no hardware ownership burden
- ✓ Replaces aging gear and one-off projects with a standardized, evergreen platform
- ✓ Ideal for multi-site, retail, manufacturing, and distributed environments

Pillar 3: Monitor It

AI introduces new compliance considerations. Continuous monitoring ensures controls remain aligned as environments evolve.



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Monitoring and Alerting



WHAT IT IS:

24x7 monitoring of device availability and critical service health.



WHAT IT DOES:



Real-time alerts for outages, degradation, and abnormal conditions



Escalation and notification workflows



PRICING:

24x7 service
\$25 per device per month



SALES PARTNER TALKING POINTS:



Ensures AI-enabled systems remain operational



Improves uptime and business continuity

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Endpoint Security with MDR



WHAT IT IS:

A fully managed endpoint security service with 24x7 monitoring and response.



WHAT IT DOES:

- Continuous monitoring of endpoints for malicious activity
- Automated containment with human-led response
- Incident documentation and security trend reporting



PRICING:

24x7 service \$8 per device per month



SALES PARTNER TALKING POINTS:

- Endpoints remain the most common entry point for attacks
- Required for cyber insurance and AI risk reduction
- Required for cyber insurance and AI risk reduction

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Cloud Security Posture Assessment

WHAT IT IS:

An assessment of cloud security controls, workload protections, and data security posture.

WHAT IT DOES:



Review of cloud security policies and protections



Assessment of data security, SASE alignment, and access controls

PRICING:

2 hour assessment \$450

SALES PARTNER TALKING POINTS:



Identifies misconfigurations before they become AI risks



Aligns cloud posture with security and compliance goals

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