



Avitus Technology Services (IT)

- Our goal with all of our IT clients that we have the opportunity to work with is to create a partnership in every aspect of their IT needs. This includes hardware, software, device procurement, and directing proactive long-term strategies.
- We engage in a Proactive Relationship with all of our clients – Different than most IT providers, where they make money when your environment is down, we have a vested interest in making sure the technology environment for our clients is always running smoothly because we're committed to their fixed IT cost. We accomplish this through our managed services.
 - o Our services are built in a way that we are constantly monitoring your environment to limit the amount of downtime, which helps not only your team's effectiveness but also the performance of your hardware and devices long term.

Initiate the IT Discovery Call with Kirk Porter, Mike Haskell or John Horton to discuss our ATS services further. The point of the discovery call will be to go into greater detail with the prospect on the scope of our IT service offerings, then prepare to build them a customized IT proposal. Always make it the goal to leave the initial meeting with a scheduled follow-up meeting, in this case the Discovery Call. After the discovery call, schedule a proposal meeting and set the expectation for them to make a decision on that call.