



FOUR REASONS INTEGRATORS SHOULD CONSIDER A MANAGED SERVICES (RMR) MODEL

A managed services, recurring monthly revenue (RMR) business model can be a game changer for security integrators. Here are four reasons why you should consider sticking your foot in the door with an RMR model.

1

Predictable Cash Flow

No more living job to job. With an RMR model you'll know how much money is coming in and when. Think of it as an annuity with predictable cash flow.

2

Customer Demand

Everything is moving to the cloud! If you don't have these managed service offerings your customers will eventually go elsewhere.

3

Exit Valuation

With a pure contracting model you're paid on a multiple of your free cash flow and the multiple is not very high. If you want maximum exit valuation you need recurring monthly revenue.

4

Keep Your Bank Happy

Banks love and understand this business model because of #1 - Predictable Cash Flow.

PSA has the processes, programs, products and financing to help you establish your managed services, recurring monthly revenue business model. Contact us to join the PSA network of integrators and take advantage of these resources: sales@psasecurity.com

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