



DELIVERING A BROAD RANGE OF IT SERVICES TO THE TECHNOLOGY PARTNER COMMUNITY

Coquina Systems specializes in IT staffing, data center consolidation, security threat remediation, managed services, residencies and IoT consulting. We help address your organization's short-term and long-term IT consulting requirements. The team's proactive approach provides fast response times, exceptional quality and cost-effective delivery. Coquina Systems combines our own unique intellectual property with the latest tools, technology and expertise with industry-leading best practices to support and manage your projects.



PRODUCT SERVICES

Implementation
Infrastructure Integration
Migration



PROFESSIONAL SERVICES

Cloud Assessment
Data Analysis
Proof of Value



MANAGED SERVICES

IaaS Offerings
Out-Tasking
Software Development



CUSTOMER CARE

Help Desk
Success Management
Technology Residents



PROJECT MANAGEMENT

Industry's Best Project Managers
Flexible Offering with PMaaS

Visit coquinasystems.com/vendors for a complete list of supported technologies.

SOLUTIONS YOU CAN SELL

Coquina Systems delivers the highest quality, vetted technology services professionals matched to the specific requirements of each project. Our Services Marketplace™ portal allows you to tap into experts in high-demand practice areas.

- Enterprise Storage and Data Center
- Data Analytics and IoT
- Networking
- Cloud Enablement
- Applications, Databases and Operating Systems
- Security, Monitoring, Network, Identity, Data and Compliance

WHAT'S IN IT FOR PARTNERS

“Our team enables your organization to deliver services to your customers easily and seamlessly with a multitude of benefits.”

- We offer competitive rates.
- We work together to create your own specialized services bench that is an extension of your team with a variety of experience levels, certifications and clearances.
- Our process makes resources available to you as quickly as possible.
- Our Services Marketplace portal provides critical presales content to accelerate your sales process, including a services portfolio database, presales materials, scoping checklists, statement of work templates, project status, tracking and workflow artifacts.
- We provide the opportunity to reduce overall staffing costs for specialized experts.

BENEFITS OF SELLING SERVICES

We don't have to tell you about the value of selling and delivering an array of technology services. Industry experts agree that a higher service-led sales mix translates to higher profits, and that solutions such as deployment, managed and assessment services drive the highest margins for solution providers.

Benefits include:

- Increase ROI
- Drive higher gross margin
- Increase 'stickiness' with customers
- Become the go-to partner for a broader set of services and solutions
- Elevate customer perception by creating a 'bigger than life' image
- Position your organization for early discovery of new opportunities
- Shrink project elapse time
- Uncover new clients as services are a critical part of growing demand

FINDING SERVICES OPPORTUNITIES

Once you uncover an opportunity, the team at Coquina Systems is with you every step of the way from identification to close through project completion. The best way to find services opportunities is by asking key questions.

- ❓ *What is the area of highest priority where you would like to have more resources?*
- ❓ *What challenges do you have delivering across any or all lines of business?*
- ❓ *How do you handle requests for professional services resources today?*
- ❓ *Do you have upcoming migrations in the areas of networking, server, storage or software updates?*
- ❓ *Do you need professional project management or residency resources?*



CONTACT US



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