

Cutting Costs and Driving Revenue with Datto RMM

Choosing the right RMM platform can dramatically improve your top and bottom lines



Good ICT leaders know that providing the right technology solutions can result in less time spent on menial work and more time spent driving results back into their clients' businesses.

For managed service providers (MSPs), it's important they take the same approach when selecting tools for their businesses. Remote monitoring and management, or RMM, solutions, for example, can have a great financial impact on an MSP's business if they choose one with the right mix of features.

Here are two ways Datto RMM can help generate more revenue.

Drive Top-Line Revenue

Datto RMM has the power to increase revenue for a business by creating several growth opportunities.

- The technical capabilities within the system help the business define more services to be offered, including support for any type of device, no matter where it resides.
- The platform helps to identify areas of improvement across the customers' managed estates, resulting in the foundation of revenue-generating project work.
- Datto RMM helps to improve the responsiveness of the IT team resulting in a better reputation that drives contract renewals, referrals, and premium service rates.
- With a thorough breadth and depth of real-time data, Datto RMM yields the information necessary to foster a proactive, consultative relationship with customers.
- An interface that is easy to use by anyone, anywhere, makes it possible for more people within the company to leverage the platform to deliver high-quality, premium services.

More Services + More Projects + Improved Reputation + Improved Relationships = More Money for Your Business!

Drive Bottom-Line Profits

To drive revenue growth, businesses also need to achieve operational efficiency. Here is how Datto RMM enables businesses to be more efficient and removes unnecessary costs.

- By streamlining workflow, automating tasks, and making information instantly visible, Datto RMM empowers the IT team to get work done in less time than ever before.
- Since Datto RMM is a true, multi-tenant cloud platform, delivered as a SaaS offering, there is no need to pay for, maintain, or be responsible for a self-hosted server. This delivers a considerable reduction in capital expenses that can be allocated elsewhere in the company.
- With an inherited policy framework, IT teams are able to manage vast numbers of devices across all customers, with the enforcement of global policies and customer-specific exceptions, significantly reducing the amount of time required to perform repetitive configurations.
- The cost of changing to Datto RMM is driven down by a team of expert Datto employees who deliver a faster time to value with a goal-oriented implementation plan designed to achieve the results.



- The cost of changing to Datto RMM is driven down by a team of expert Datto employees who leverage a goal-oriented implementation plan, resulting in the fastest possible resolution.
- Datto RMM is capable of further removing the cost of time-intensive tasks by delivering the single pane of glass platform that IT teams have long been looking for because of a deep, database-level integration to Autotask PSA.

Less Labour + Less Capital Expense + Less Management + Less Cost of Change = More Money for Your Business!

The less time your employees work on trivial tasks, the more time they have to invest in ways to better serve your customers, complete valuable project work, drive new opportunities, and think about how to improve the overall business.

The Right IT Tools Make a Difference

While there are many RMM tools available for IT teams to implement in their day-to-day operations, Datto RMM is the only platform designed to help businesses drive more growth and spend less money, resulting in a more profitable business that stands out among the competition.

Interested in learning more? Take Datto RMM for a test drive and experience first hand how it can help your business grow.

datto

Corporate Headquarters

Datto, Inc.
101 Merritt 7
Norwalk, CT 06851
United States
partners@datto.com
www.datto.com
888.294.6312

Global Offices

USA: 888.294.6312
Canada: 877.811.0577
EMEA: +44 (0) 118 402 9606
Australia: +61 (02) 9696 8190
Singapore: +65-31586291