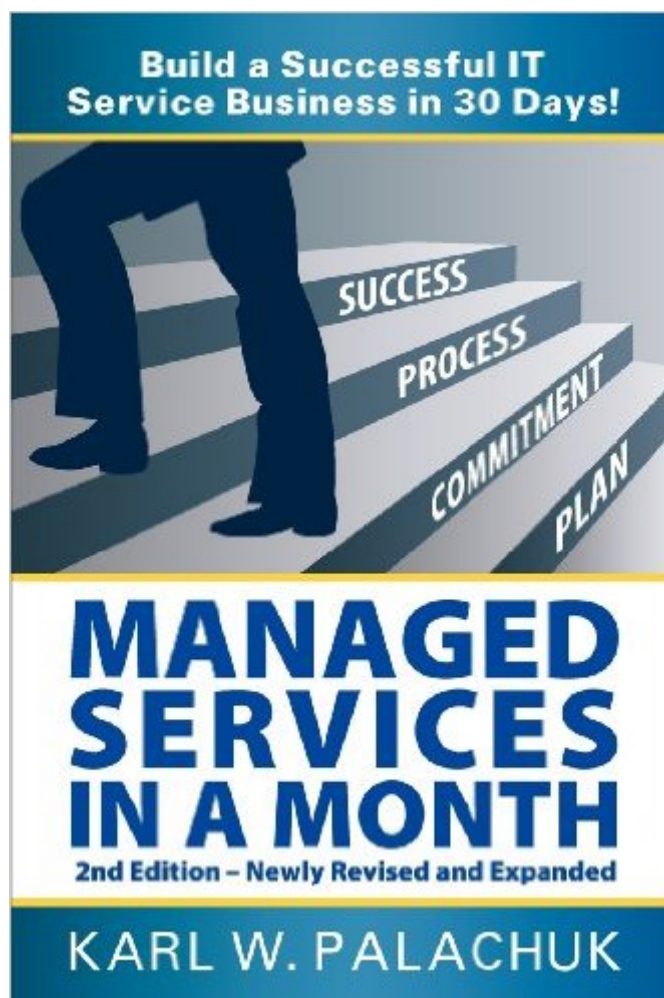# Managed Services In A Month – Build A Successful It Service Business In 30 Days – 2nd Ed.

Synopsis

Managed Services in a Month is a no-nonsense guide to building a successful managed service practice. Â Whether you are just starting out, or converting your existing break/fix technology consulting business to managed services, this book will show you the way. The newly revised and expanded 2nd edition has nine new chapters, covering the latest products and services available today-including cloud technologies.Â Karl Palachuk makes it very clear that managed services is the business model of the future. Managed Services in a Month is very practical and straight to the point. Karl shows you how to transform your business step by step. And yes-You can really do it in one month! THIS BOOK IS AVAILABLE IN SPANISH! - Servicios Gestionados En Un Mes - ISBN: 978-0976376057 Karl W. Palachuk is the author of ten books, including The Network Documentation Workbook, Service Agreements for SMB Consultants - A Quick-Start Guide to Managed Services, and The Network Migration Workbook. He is also the author of the most popular blog on Managed Services. Karl ran a consulting business for seventeen years and is now the Senior Systems Engineer at America's Tech Support. He provides technical support to small and medium size businesses in North America. In that role, Karl provides business consulting services and CEO-level training on technical topics.Â Â

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Customer Reviews

I love the practical detail, specific instructions and examples. The book focuses on the essentials of getting your business together and you in position to make your first sale. A lot of great coaching

resources.If you are ready to jump into the MSP business with both feet, commit to the timeline in the book and do each step before moving on to the next chapter. I wholeheartedly recommend the other resources referenced in each chapter as well. I got a lot value out of them.You are not really a business until people are paying you for your service and you're not a success story before you're covering costs, so leverage this book to stay focused on each task. Some of the author's blog post are great for practical start-up advice as well.

I purchased this book to get ideas for starting an MSP and this book highlights a lot of things that will help you be successful. One example that really stood out to me was on cash flow. It is recommended that you collect payment for recurring services on the first of the month by credit card or prepaid quarterly. Then you set your payroll on the 5th and 20th of the month. This will help ensure you have collected your revenue before you have to pay bills. Anyone that has started a business knows that poor cash flow will kill a business. This book has so many other good ideas and also warns you about potential pitfalls showing you how to avoid them. I recommend this book for anybody in this business.

I really enjoyed reading this book. I stumbled across it while browsing the web for ideas on how to start a break/fix computer repair business. After reading this book, I have decided to move away from that idea and move towards creating a Managed Service Provider (MSP) business.This book is a great overview of how to start an MSP, but it really is geared more towards existing break/fix companies looking to transition to an MSP. If you decide to pick up this book, I would highly recommend you also pick up "Service Agreements for SMB Consultants" from the same author. It is an overview of how to create the Service Level Agreements that will be required as an MSP.

I transitioned into Managed Services from break/fix almost two years ago. I had read a few books on Managed Services including the first edition of this book which was very helpful. When I found Karl's second edition of Managed Services in a Month, I could not wait to read it. This book has plenty of new topics including cloud technologies.I really enjoyed reading this book. It's honest, to the point and inspiring. I could not put it down once I started reading it. I felt as though I was spending the day with Karl, picking his brain about Managed Services. Thanks for a great book Karl!

Karl's books are always very easy to read and insightful. I always find his books filled with pertinent information that is up to day and relevant. Managed Services in a Month helped me move my clients

from break fix to managed services.

Karl - once again you have outdone yourself! I devoured the first edition some time ago and as soon as I realized there was a second edition I didn't waste a moment getting my hands on it. I have been happily rewarded with up to date ideas and concepts that address the recent technological changes such as Cloud Computing. Even though I've been in the business providing these services for over 11 years, I'm ALWAYS looking to improve our service delivery for our customers and your ideas have proved to be insightful and practical in doing so! Thank you Karl for a great product at a great price!Michael

The company I work for have been offering "Managed Service" for several years. I have often felt that we were missing the mark in several areas. The information in this book helped crystallize those feelings. I feel with the information found in this book we are finally on the road to true manage care and not a glorified break/fix.take my moeny!

This is not a book that goes deep on any one topic. But it does give you a good foundation for everything you need to know about being an MSP. If you've already done a bit of research or spent any time working on the transition already then it's likely you know most of what this books says but, even so, I still think it's a good read since it will give you a rundown on all of the foundational topics involved in the process and be a good reference when you need a reminder.

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