Services teams interact with customers 5-15x as often as their Sales counterparts

Key Marathon Services

**Digital Transformation:**
Marathon have the skills, consultancy resources and delivery experience across a wide range of Digital Transformation projects:
- End User IT (Applications, Apps Packaging, OS Upgrades, Move to End User Cloud IT – O365, Unified Communication, Remote Working)
- Data Centre Stack (VMware, Hyper V)
- Cloud Stack (Azure, AWS, Hadoop etc)
- Cloud Migrations and Hybrid designs

**IT Security Services:**
Marathon deliver security services and solutions, to a wide range of customers. We help clients to understand and remediate their security challenges through Cyber Essentials. Marathon are a Cyber Essentials Practitioner (the highest accreditation) on this Government backed scheme.
We also assist clients left vulnerable, after engaging with unqualified Cyber Security practices and recently became the first trusted supplier of the Police & BSI, under their new Security Certification scheme.

**IT Managed Services:**
Wrapped around our Projects and Security, Marathon deliver managed services to run and maintain these environments for the customer. Working on individual elements of support right through to a fully outsourced contract.
Our 24x7 UK Service desk provides essential support services to maintain security and data integrity. Tailored to meet the needs of the customer, this includes essentials such as monitoring, upgrades, anti-virus and patch management.

Who does your customer ask for information?
Let Marathon become your on-site Trusted Advisor

Pre - 1995 .com Era Social Era XaaS Era

Reactive

STAGE 1 Use Service Generated data for account intelligence
STAGE 2 Ensure Service teams participate in the sales process
STAGE 3 Utilise Service interactions to generate leads
STAGE 4 Close upsell and change orders through the Marathon service team

Proactive

The new consumption model

Increase efficiency by adding Marathon to your sales cycle

5% Selling through services costs 5% of what it takes to generate a new customer lead

75% 75% of service-led leads convert into qualified opportunities

Use Marathon to generate more business revenue

www.marathon-ps.com 020 8329 1000 sales@marathon-ps.com

*Technology Services Industry Association