



## Partner Perspective

Date: WEDNESDAY, October 28, 2009 - 12:30 PM EDT

Topic: Building Success through Relationships: A Smaller MSP's Strategies for Maximizing the Benefit of the Zenith Relationship

Guest: Michael Einbinder-Schatz - Jobecca Technology Group, LLC.



Zenith Partner Michael Einbinder-Schatz, from Bristol, PA based Jobecca Technology Group, LLC shares with you his business experience working with Zenith Infotech. Have you always wanted to learn tips, tricks and best practices to be a successful Zenith Partner? This is a webinar you do not want to miss. Let a longtime and successful Zenith Partner share with you his insight and story of how leveraged the power of relationships to grow his business by streamlining the delivery of Managed Services.

Michael will discuss the advantages of working with Zenith Infotech and how using them has grown their business, improved their service delivery and provided him the ability to focus on the new and evolving issues his clients face, effectively ensuring that he can remain vital and sticky to his clients during these turbulent times. Learn how to communicate with the NOC, work with your Business Account Manager and Technical Account Managers, and expand your relationship network with Zenith to help ensure your businesses experience with Zenith is successful.

Discover ways a smaller MSP can take full advantage of what Zenith has to offer. In addition, learns how Michael handles basic operations. He will discuss how to manage your engineers to adopt working with the NOC, and leverage their services. In addition, hear how he broke away from break fix to managed services utilizing Zenith Infotech to the fullest.

This is a webinar you can't afford to miss!!

Questions? Just submit them during the live presentation for follow-up.  
We look forward to you joining the discussion!

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