

CMH Solutions

CMH Solutions LLC is a technology consulting firm that specializes in assisting customers with a comprehensive variety of technological solutions. Formed in 1998 CMH Solutions LLC has been proudly serving organizations in the Northeast Ohio area with their technology needs for over 10 years. The founder and owner of CMH Solutions LLC, Chris Hanus, has 12 years of experience in a variety of technology related fields. The CMH Solutions staff has a strong background in customer service and technical experience, giving them the ability to serve their customers efficiently and keep them satisfied.

As a certified Google Apps reseller, CMH Solutions deployed Google Apps to dozens of customers based on a reseller model for selling licenses along with one-time implementation fees and annual support services. As CMH Solutions continued to add more and more customers under this traditional reseller model, the ability to become proactive and scale the business became more and more of a challenge.

In June of 2012 CMH Solutions joined the MSPexcellence Cloud Solutions Provider (CSP) Program to assist them in jump starting their CSP practice by aiding them with business planning, and strengthening them in areas such as service bundling, pricing, sales and marketing. Day one after joining, CMH Solutions completed the CSP Program Cloud Business Assessment Checklist (CBAC). The CBAC is a series of “business assessment” questions rating their strengths and weaknesses in areas such as value proposition, business/revenue modeling, bundling, pricing, margin analysis, lead generation, sales process and sales enablement tools. The CBAC maps key areas for improvement directly to the tools provided by the CSP Program providing guidance and a starting point for CMH Solutions to make the most effective use of the resources in the program.

By following the blueprints included in the program and with some coaching from MSPexcellence, CMH Solutions decided to offer MSP-type Monthly Recurring Revenue (MRR) services to their existing customer base. Within 45 days of joining the MSPexcellence CSP Program, CMH Solutions is now generating a new MRR revenue stream of \$10,000 per month. CMH Solutions is now ahead of their competition in terms of cloud solutions and can proactively focus on scaling their business. The creation of a predictable recurring revenue stream provides the confidence they need to hire additional staff and scale their business to the next level of growth.

CMH Solutions owner and founder Chris Hanus summarizes his experience in this way: “I joined the CSP Program with specific goals in mind. With a toolset for building recurring revenue combined with best practices from the VPG sessions and valuable insights from Todd and Dave, I have exceeded my goals in less than 45 days. An investment of \$1,995 in the MSPexcellence CSP Program has brought me \$10,000 in MRR and a solid foundation to build on for the future. I highly recommend the MSPexcellence CSP Program to any IT provider that wants to become a CSP or scale a CSP practice with lucrative MRR while transforming into a much more proactive business”