



Client Applications

SILVERLINING PARTNERS LLC

www.silverliningpartners.com

FINANCIAL/M&A CLIENTS

- ***Due Diligence Audits***
 - Operations Review
 - Customer Analysis
 - Financial Analysis
 - Contract Exposure Review
 - Business Viability Analysis
- ***Portfolio Company Service Assistance***
 - Service Business Creation
 - RFI/RFP Assistance
 - Service Product Portfolio Design
 - Service Marcom Development
 - Cost/Price Development
- ***Subject Matter Technical Experts***

VAR/VAI/DISTRIBUTOR CLIENTS

- ***Service Program Development***
 - Align Marketplace Demands with Client Needs
 - Resource Determination and Evaluation
 - Trade Show Representation
 - RFI/RFP Development
 - Integrate Service Delivery Partner(s)
- ***Marketing Collateral Creation***
 - Brochures
 - Print Advertising
 - Web Design
 - Direct Mail/Direct Response
- ***Employment Alternative Solutions***
 - Short-term Technical Staffing
 - Certified Technicians
 - Networking, Wireless, Security

MANUFACTURER PROGRAMS

- ***Service Program Development***
 - Service Channel Development
 - Service Contract Development
 - Service Program Portfolio Creation
 - Service Call Handling
 - Service Web Page Creation
 - Locate Domestic and International Service Partners
- ***RFI/RFP Support***
 - Service Response Development
 - Cost and Price Analysis
- ***Service Sales Coaching***
 - Custom Classes on How To Sell Service
 - Sales Measurement Development

DIRECT USER CLIENT PROGRAMS

- ***Service Contract Negotiations***
 - Act on Your Behalf
 - Enable Service Level Agreements
 - Review Alternative Support Solutions
- ***Service and Support Healthcheck***
 - Match Vendor Commitments to Actuals
 - Audit Equipment Under Coverage
 - Ensure Maximum Coverage for Value
- ***Create a custom Service RFP/RFI***
 - Develop a Custom RFP for Your Needs
 - Review Responses and Vendors
- ***Explore and Recommend Alternative Network Support Solutions***