8 Pillars of a Technology Solution Service Model

01. **Leadership Commitment**

02. **Have a Service Offering** (technical expertise & resource bandwidth)

03. **Productize Service Offering** (24/7/365, Gold, Silver, Bronze package)

04. **Have a True Technology-as-a-Service Program**

05. **Technology-as-a-Service Training**

06. **Compensation for Selling Service Offering**

07. **Marketing Aligned to Sell As-A-Service**

08. **Leadership Inspection/Enforcement**

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