

Notes

Client – SBT Partners

Title – Who is SBT Partners?

Beginning and end of video – SBT Partners

CSBexcellence copyright logo at bottom? Yes

Vanessa, you'll see quite a few commas, where I'm trying to emphasize some pauses.

Dima, it would be great to emphasize "team work" some how.

Thx,

Hey there, it's the SBT Partners team here, yes, SBT Partners, Your "Technology-as-a-Service experts", or as we like to say, your TaaS experts.

Who are we you ask?

Quite simply, we are some pretty talented and professional technology experts that have been around for quite some time, serving the technology needs of our SMB clients, always based on what their business goals, objectives and challenges are. Net-net, we help our clients achieve their desired business outcomes with technology.

And yes we've been around the block a few times, going back to when the technology needs of our clients were best served with "on the clients' premises hardware and software, and then project services and maintenance contracts, all in an expensive capital expense spending model,

To,

Delivering services to our clients in more of an operations expense spending model with flat fee monthly services typically based on user count,

to now,

Delivering 100% of technology consumed by our clients as a utility, what we call "Technology-as-a-Service". Yes 100%, not 50%, not 90% of all our clients technology, but 100% of their technology needs, no more and no less, all as a monthly operations expense.

Yes, the technology world has, and is still, changing at a rapid rate, and we're on top of it as your "Technology-as-a-Service experts".

We hope this helps explain who we are.

Give us a shout - TaaS@SBT Partners.com.