

news

1nConnections The Official 1nService Newsletter

May 14, 2010

A Message from Jo:

This newsletter is quarterly but our 1nService support is 24/7/365! 1nService is all about YOU. We want to know about your business needs, challenges, accomplishments, and how we can help you create and grow your revenue streams. If you have any questions on how to get connected through 1nService or increase your 1nService participation and ROI, please do not hesitate to call us! I can be reached at jmiller@1nservice.com



Interchange 2010 ~ October 11-13 in Washington, DC.

NASHVILLE, TN is currently under a State of Emergency

Gaylord Opryland Hotel is currently flooded and CLOSED

INTERCHANGE moved to October in Washington, DC.

Interchange is the flagship event for 1nService. The Gaylord has opened up their property in Washington, DC. to 1nService! The new date is October 11-13, 2010. Be sure to check our website and your email for updates on Interchange!

INTERCHANGE 2010

**Monday, October 11-Wednesday,
October 13, 2010**

Gaylord National Hotel & Convention Center

Join us in wishing Nashville a speedy recovery! Below are a few pictures of the damage:



Executive Insight

IBM CFO Study 2010

Forbes Insights: Small Biz Outlook 2010

Gartner Top End User Predictions for 2010: Coping with the New Balance of Power

Cisco Cements Next-Gen Strategy

Connect to 411nService



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Be an Author of Greatness - A 1nService Call for Case Studies

We want to showcase **you!** 1nService is taking the industry by storm and everyone wants to hear how collaboration can help them grow stronger. We need your success stories to demonstrate the teamwork, tech-reach and competitive advantage of the 1nService community. Tell us your story of the strong collaborative relationship you have with another member!

DSW, Atrion, Long View, and Firefly have already had their collaboration story told! Thank you in advance to Jim Barnes (Newtork Access Corporation) for sharing your story; we will be contacting you shortly!

Check out previous case studies on our website and then send Amanda your info! ashaw@1nservice.com 800.457.0546 x4003

1nService Members Win Big at Cisco Partner Summit

Bellevue, WA - 1nService, the leading network of advanced technology integrators with aggregate sales in excess of \$1.5 billion, is pleased to announce that eight member companies won [continue reading...](#)

The 1nService Formula for Success - By Paul Cronin

In the traditional IT sales methodology, most Integrators engage with their clients to understand how their solutions can match a client's initiatives. When offerings and needs align, sometimes there

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Group: 1nService, Inc.

or

Amanda Shaw 1nService

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Upcoming Industry Events

PSA TEC

5/24-5/29

Cisco Live

6/27-6/30

CompTIA Breakaway

8/9-8/12

1nService Executive Summit-Sales

TBD

1nService Executive Summit-CEO & Pro Serv

10/4-10/5

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is a sale. If not, Integrator and Client move on and the process is repeated at a later date. This formula is exemplified as:

$$(A-D \text{ solutions}) \times (\text{client appointments}) \times (\% \text{ of client needs}) = \$ (\text{revenue generated})$$

Typically, Integrators in this traditional model do not work to build or leverage client relationships in order to understand and [continue reading...](#)

The Power of Influence - No business like referral business!



1nService continues to expand its membership and position in the Industry as the premier collaborative community built to enable global commerce. Our growth and success comes from our members who share their 1nService passion with the partners and suppliers they connect with. These 1nService Leaders have been awarded with 2 complimentary room nights

for an additional representative from your company at our upcoming Interchange event! **Thanks Team!**

John Tarduno of RGTS for his support in bringing BlueWater
Floyd Henson of Veytec for his support in bringing Panda Security
John Breakey of Unis Lumin for his support bringing Packet360
George Demou of Transcend for his support bringing ShoreTel
Kent MacDonald of Long View for his support bringing ANDTEK

Do you know someone who you think would find value in the 1nService Community? Refer a new member or supplier and receive VIP status and attend Interchange as a 1nService guest. Contact Jo at jmiller@1nservice.com with your referral today!

Find Yourself at 1nService Events!

Take a look at pictures from our most recent events!
[1nService Events](#)