

## Access the SPY Index™ and win more IT sourcing deals

SPY Index gives you intelligence on 350 vendors in 80 countries and 200 metro regions. Use this powerful data to reposition and compete effectively in co-location, data

center, network services, managed hosting, remote infrastructure management (RIM), virtualization, cloud, and desktop support.

### Strategy Suite – Get Strategy Right the First Time

#### SPY Index Position -

##### What differentiators should I focus on?

Focus your sales initiatives on the products and buyers with the best chance of winning. Fine tune or cut less-competitive offers. Includes SWOT and competitive profile, measurement of your offering in eight performance categories, and the top five attributes buyer's want.

#### SPY Index Operations –

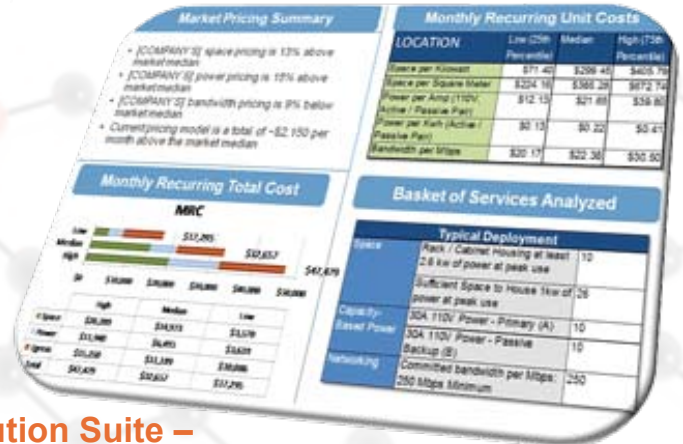
##### What should I put in my service bundles?

Comprehensive guide of operational practices for global hosting providers building new services from scratch, auditing efficiency / profitability, or finding ways to address customer requests.

#### SPY Index Planner -

##### Where should I aim to expand to maximize profit?

Get access to more than 100 country profiles. Drill down by region, country, or specific metro areas. Includes general economic characteristics and more specific data center operations metrics like available space and market pricing.



### Execution Suite – Win More Deals by Getting the Pulse of the Market

#### SPY Index Pricer –

##### What price should I charge to balance win rate and profit?

See market pricing across all IT infrastructure services and know what prices are being quoted by all your competitors in real deals today. Includes premiums customers pay for strategic or high-performance offerings.

#### SPY Index Contracts -

##### Should I market my contract as strength or hide it as liability?

Measure your contract against your peers. Receive a detailed comparison and score of your IT services contracts against RampRate's 200+ best practice contract terms.

#### SPY Index Score -

##### How can I get past a client's prejudice or entrenched vendor?

We can't guarantee you'll win, but we can give you a fair shot and warn you before you lose. We evaluate the client's sourcing process objectively to ensure you get your value across to the client before you lose the deal. Our objective scorecard methodology takes away biases from the decision making process so you put forward the best offer.

Get started today by calling **1-310-802-3702** or email **info@ramprate.com**