DELIVERING A BROAD RANGE OF IT SERVICES TO THE
TECHNOLOGY PARTNER COMMUNITY

Coquina Federal is a service-disabled veteran-owned small business that delivers technology services to government channel organizations. We are an IT services company with a broad range of services in IT Staffing, Data Center Consolidation, Security Threat Remediation and Managed Services. Our proactive approach to our services portfolio provides fast response times, exceptional quality and cost-effective delivery. We combine the latest tools, technology and expertise with industry leading best practices to help our partners support and manage their projects.

PRODUCT SERVICES	PROFESSIONAL SERVICES	MANAGED SERVICES	CUSTOMER CARE	PROJECT MANAGEMENT
Implementation	Cloud Assessment	IaaS Offerings	Help Desk	Industry's Best Project Managers
Infrastructure Integration	Data Analysis	Out-Tasking	Success Management	Flexible Offering with PMaaS
Migration	Proof of Value	Software Development	Technology Residents	

SOLUTIONS YOU CAN SELL

Coquina Federal delivers the highest quality, vetted technology services professionals matched to the specific requirements of each project. Our Services Marketplace™ success platform allows you to tap into experts in high-demand practice areas.

- Enterprise Storage and Data Center
- Data Analytics and IoT
- Networking
- Cloud Enablement
- Applications, Databases and Operating Systems
- Security, Monitoring, Network, Identity, Data and Compliance

WHAT'S IN IT FOR PARTNERS

"Our team enables your organization to deliver services to your customers easily and seamlessly with a multitude of benefits."

- We offer competitive rates

- We work together to create your own specialized services bench that is an extension of your team with a variety of experience levels, certifications and clearances.

- Our process makes resources available to you as quickly as possible.

- Our Service Marketplace™ platform provides critical presales content to accelerate your sales process, including a services portfolio database, presales materials, scoping checklists, statement of work templates, project status, tracking and workflow artifacts.

- We provide the opportunity to reduce overall staffing costs for specialized experts.

BENEFITS OF SELLING SERVICES

We don't have to tell you about the value of selling and delivering an array of technology services. Industry experts agree that a higher service-led sales mix translates to higher profits, and that solutions such as deployment, managed and assessment services drive the highest margins for solution providers.

Benefits Include:

- Increase ROI
- Drive higher gross margin
- Increase "stickiness" with customers
- Become the go-to partner for a broader set of services and solutions
- Elevate customer perception by creating a "bigger than life" image
- Position your organization for early discovery of new opportunities
- Shrink project elapse time
- Uncover new clients as services are a critical part of growing demand

FINDING SERVICES OPPORTUNITIES

Once you uncover an opportunity, the team at Coquina Federal is with you every step of the way, from identification to close, to project completion. The best way to find services opportunities is by asking key questions.

Q   *What is the area of highest priority where you would like to have more resources?*

Q   *What challenges do you have delivering across any or all lines of business?*

Q   *How do you handle requests for professional services resources today?*

Q   *Do you have upcoming migrations in the areas of networking, server, storage or software updates?*

Q   *Do you need professional project management or residency resources?*

COQUINA FEDERAL

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