

Higher MRR. Lower churn. Fewer escalations.

Pair core AVANT solutions with BCS365 managed services to raise attach rate and total contract value.

Every solution in the AVANT portfolio solves a technology need and leaves an operating gap behind it. The attach is the layer that closes that gap. It raises contract value on a deal you have already won, and it makes the customer materially harder for a competitor to take.

WHERE TO ATTACH, AND WITH WHAT

Connectivity	Managed network, NOC, security monitoring, and field services. Outcome: accountability beyond the circuit.
Cloud and data center	Migration, ongoing operations, backup and DR, and cost optimization. Outcome: a platform that stays governed and recoverable.
Cybersecurity	SOC and managed detection, exposure management, incident response, and vCISO. Outcome: tools become a visible operating program.
UCaaS and CCaaS	Network readiness, endpoint support, adoption, and service desk. Outcome: a better user experience after go live.
Microsoft 365	Identity, Intune, backup, service desk, and adoption. Outcome: secure, supported collaboration.
AI and automation	Governance, workflow design, embedded engineering, operations. Outcome: AI moves from pilot to production.

WHAT THE ATTACH CHANGES

Higher MRR Managed services add a recurring line to a transaction that would otherwise be one and done.	Lower churn A customer whose daily operation runs through the attach does not shop the circuit casually.	Fewer escalations Someone owns the environment after go live, so post sale problems stop routing to you.
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HOW TO RAISE ATTACH RATE ON DEALS ALREADY IN YOUR PIPELINE

- Review your open opportunities and mark every one where nobody has been named as the operator after go live.
- Ask one operating question on the next call: who owns this day to day once it is installed?
- Bring the answer to a 15 minute huddle with BCS365 rather than scoping it yourself.
- Position the attach before the primary solution closes, while the customer is still deciding how it will run.
- Register through AVANT as usual. The attach does not change the commercial path.

The attach conversation is easiest before the primary deal closes. After go live it becomes a remediation conversation instead of a design conversation.

Capability summary only. Exact services, coverage, responsibilities, and commercial terms are opportunity specific and governed by the executed MSA and CFS.
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