

# The MSP built for AVANT Trusted Advisors.

Partner first. Outcome led. Built to protect customer trust.

Embrace Modern IT.

BCS365 is a full service managed IT and managed security provider purpose built to support AVANT Trusted Advisors who want to attach high value managed services without sacrificing client ownership or credibility. We operate as an extension of your team: quietly, reliably, and with a partner first mindset.

## WHO WE ARE

|                        |                                                                                            |
|------------------------|--------------------------------------------------------------------------------------------|
| <b>Founded</b>         | 2011, privately held and independent. Headquartered in Rockland, Massachusetts.            |
| <b>Footprint</b>       | Six offices across the United States and the United Kingdom.                               |
| <b>Operations</b>      | 24/7/365 NOC and SOC staffed by in house, U.S. based engineers.                            |
| <b>Certification</b>   | ISO/IEC 27001:2022 certified information security management system, audited annually.     |
| <b>Delivery models</b> | Fully managed, co-managed, staff augmentation, and project services.                       |
| <b>Parent</b>          | Shield Technology Partners, adding central engineering, applied AI, and long term capital. |

## WHAT YOU GET THAT YOU DO NOT GET EVERYWHERE ELSE

|                                                                                                                       |                                                                                                                          |                                                                                                                   |
|-----------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------|
| <b>A dedicated channel contact</b><br>One person, one number, and a one business day response to any partner request. | <b>A sales engineer on the call</b><br>Technical answers live in the meeting, not in a follow up email three days later. | <b>Joint discovery</b><br>We run technical discovery on your call and write up what we found, in plain language.  |
| <b>Co-branded materials</b><br>Decks, sheets, and proposals produced with your name on them, not only ours.           | <b>Straight pricing</b><br>SKU level pricing and standard discounting, with executive approval where required.           | <b>Registration and protection</b><br>Registered through AVANT and protected end to end. You stay in the account. |

## OUR GUARDRAILS

- No surprise outreach to your customer, including expansion conversations
- Transparent roles agreed before every customer interaction
- Customer ownership protected. We are the delivery extension, not a competing seller
- Joint expansion planning rather than growth pursued around you

Deal registration, paper, and commissions all run through AVANT. Nothing about that changes.

Capability summary only. Exact services, coverage, responsibilities, and commercial terms are opportunity specific and governed by the executed MSA and CFS.  
BCS CallProcessing, LLC dba BCS365.

**Chris McCarthy**

Senior Sales Executive, BCS365

cmccarthy@BCS365.com | 859-222-7689

BCS365.com/partners-avant

Embrace Modern IT.