



## Killer Pricing Models for IT, Cloud, and Managed Services

Sacramento, CA June 2013 – IT professionals unite this month with Small Biz Thoughts' *IT Business Reboot 2013 Online Conference*.

Karl W. Palachuk, Conference Host and Technical Author, welcomes Leonard DiCostanzo, Autotask's Senior Vice President of Community and Business Development, to outline pricing models managed service providers should consider in the current economy.

DiCostanzo is responsible for ensuring the continued success of Autotask's global client base. He identifies, builds, and nurtures their strategic industry alliances around the world.

DiCostanzo joined Autotask in 2008. He has been named the CRN Channel Chief for 2010 and 2011 and has been listed on the MSPmentor 250 since 2009. DiCostanzo was also named in the SMB 150 in 2011, which lists major influencers in the SMB IT Channel, and currently sits on CompTIA's MSP Partners Executive Council and the Vendor Advisory Council.

DiCostanzo has contributed to Palachuk's *Cloud Services Roundtable Podcast*, the SMB Community Podcast ([www.smbcommunitypodcast.com](http://www.smbcommunitypodcast.com)), as well as to last year's highly successful SMB Online Conference.

This year's virtual (online only) conference will run 9:00 AM to 4:00 PM Pacific on June 25-27, 2013.

Monica Caraway, Marketing Manager at Small Biz Thoughts, says "The conference will feature 11 of the best business and technology speakers in the U.S. and U.K."

Sessions include *Demystifying QuickBooks For MSPs*, *Understanding Your Financials: Three Mandatory Monthly Reports*, *How To Break Into The Mid-Market*, *Five Magic Tricks To Make Your Numbers Jump Up and Speak To You*, *Where Facebook Meets Business - Marketing Strategies*, and more!

There is a Youtube video about the conference at <http://bit.ly/DoubleOSMB>, with more information available as well at [smbonlineconference.com](http://smbonlineconference.com).

### About Leonard DiCostanzo:

DiCostanzo's blog can be found at <http://autotask.blogspot.com>. More information about Autotask and their IT solutions can be found at [www.Autotask.com](http://www.Autotask.com).



**Leonard DiCostanzo**  
Autotask



**Karl Palachuk**  
Small Biz Thoughts



Small Biz Thoughts Presents . . .

June 25-27  
On-Line!

## IT Business Reboot 2013

[SMBOnlineConference.com](http://SMBOnlineConference.com)

Small Biz Thoughts  
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Sacramento, CA 95831

### **About Karl W. Palachuk:**

Karl W. Palachuk is highly recognized in the Managed Service Providers' space as a speaker, consultant, and business coach. He has written ten books and is the author of the #1 Book on Amazon for managed services, *Managed Services in a Month*. He is the owner of Small Biz Thoughts.

### **About Small Biz Thoughts:**

Small Biz Thoughts is the training and content division of Great Little Book Publishing Co., Inc. Their programs are geared specifically for the Managed Service Provider and SMB Consultant communities. Their focus on future trends has helped them to build a reputation as a trusted advisor to fans and friends around the world. For more information, visit [www.smallbizthoughts.com](http://www.smallbizthoughts.com).

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