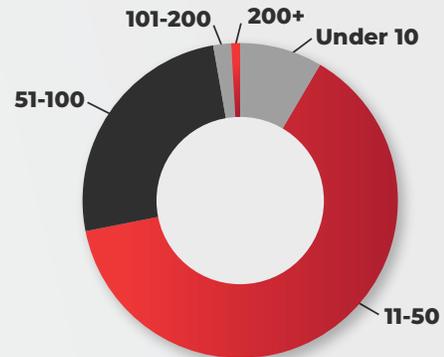


Q4 2022 List Of Most Profitable Clients For MSPs

1 How Many Employees Is The "Sweet Spot" Managed Services Client? *(Select One)*

Value	Percent
Under 10	8.5%
11-50	63.4%
51-100	25.4%
101-200	1.8%
200+	0.9%



2 What Industry Is The Most Profitable For Selling Managed Services? *(Select All That Apply)*

Value	Percent
Manufacturing	41.5%
Legal	36.2%
Accounting/CPA	34.4%
Financial Services	33.0%
Medical	33.0%
Construction	25.9%
Engineering	23.7%
Insurance	16.1%
Nonprofit	13.8%
Architecture and Planning	12.9%
Government/Education/Municipalities	12.9%
Real Estate	8.9%
Consulting	8.5%
Oil/Gas/Energy	8.5%
Other	8.5%
Automotive	6.7%
Marketing/Advertising	5.8%
Hospitality	4.9%
Retail	2.2%

3

What Are Your Most Profitable Services?

(Select All That Apply)

