

# The Best vCIO Wins!

**More than a tagline.** “The Best vCIO Wins” is at the core of vCIO University. Having helped develop vCIOs since 2010, we know that the vCIO (TAM) plays a crucial role in the success or failure of any Managed IT Program. **vCIO University** delivers a comprehensive curriculum that combines lecture, peer interaction and group exercises with years of industry knowledge and best practices. **vCIOs of all experience levels** gain clarity of the role, learn tools & tactics, and create actionable takeaways to bring back to the business. Post graduation, students receive access to our **90-Day Accelerator** to ensure value delivery to the client and MSP alike.



## vCIO UNIVERSITY

Education for Elevating the vCIO

### DAY 1 TOPICS:

- ✓ Becoming a World Class vCIO
- ✓ Competencies, Skills, and Benchmarks
- ✓ Achieving Trusted Advisor Status
- ✓ Technology Roadmap & QBR Essentials
- ✓ Strategy & Planning Fundamentals
- ✓ Business Alignment & Driving Outcomes

### DAY 2 TOPICS:

- ✓ Budgeting & Resource Management
- ✓ Operations & Asset Management
- ✓ Business Continuity Planning
- ✓ Security & Compliance Success
- ✓ Stack Adoption & Facilitating Change

### DAY 3 TOPICS:

- ✓ Presales Support, The Discovery, Creating & Delivering the Findings & Recommendations
- ✓ Establishing Technical & Situational Awareness
- ✓ Technology Roadmap / QBR Deep-Dive
- ✓ Generating Leads and Personal Development Tactics

### TUITION INCLUDES:

- ✓ Welcome Reception
- ✓ 3 Workshop Days
- ✓ Meals & Group Events
- ✓ Graduation Ceremony
- ✓ 90-Day Accelerator

For registration and additional information contact:  
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