Transmetum: Paul Fileman Talks About How They Help IT Service Companies Make More Money.

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Transmentum are a young service company delivering business support as a managed service to IT service and support companies. This subscription service is designed to assist their clients to grow and develop revenues and profitability by providing a set of business guides and templates focused on a number of key business areas. These include operations, suppliers, intellectual property, product sourcing, strategy, lead generation, sales and marketing. Transmentum also offer onsite interventions which may be included with the subscription but are available at a discount to all their subscriber clients.

Transmentum launched their portal website the day we met, 23rd October and can be found at <http://www.members.transmentum.co.uk/> with subscriptions from as little as £19/month. This is a very well laid out portal with easy access to a lot of detailed information supporting their proposition. Having developed a portal myself, I will personally congratulate Paul on the quality and volume of what is on offer here, this is an extremely professional and highly polished site featuring how to guides, templates and articles all in easily accessed, useable sized chunks.

These cover matters as diverse as strategic issues such as Mapping Out Your Business Goals <http://www.members.transmentum.com/business-strategy/mapping-out-your-business-goals/>, the Importance of Clear Business Strategy <http://www.members.transmentum.com/business-strategy/the-importance-of-clear-business-strategy/> and Communicating the plan <http://www.members.transmentum.com/business-strategy/communicating-the-plan/>. There are also excellent HR resources which include how to write a job description <http://www.members.transmentum.com/business-strategy/how-to-write-a-job-description/>, Finding Suitable Candidates <http://www.members.transmentum.com/business-strategy/finding-suitable-candidates/> and whether you Should you use a Recruitment Agency or a Head Hunter <http://www.members.transmentum.com/business-strategy/agency-or-headhunter/> .

The thing that really leapt out to me were the sound ideas that would immediately assist service companies which included using your help desk as means of generating recurring revenue rather than seeing at as an overhead <http://www.members.transmentum.com/helpdesk/help-desks-and-recurring-revenue/>, articles on pricing <https://www.members.transmentum.com/marketing/pricing/> and selling to the public sector <http://www.members.transmentum.com/sales/selling-to-the-public-sector/>.

These are powerful ideas presented in an easy access and useable format that any IT service company looking to grow will benefit from. The message is clear, if you are an IT service business owner looking to grow their business from as little as £19/month you can access a set of tools and data that will help you to build and develop all delivered in bite sized chunks.

<http://www.youtube.com/watch?v=pcNmV0o_Y7Y&feature=youtu.be>