

MSP AI REVENUE PACKAGING CHECKLIST

Most MSP AI services fail commercially before they fail technically. Use this worksheet to identify the packaging, pricing, seller activation, support, and expansion gaps that prevent AI services from becoming scalable recurring revenue.

COMPANION TO THE 30-DAY MSP AI MONETIZATION SPRINT



OFFER CLARITY



PRICING LOGIC



SELLER READINESS



EXPANSION MOTION

01 PACKAGING READINESS CHECK

Check what is true today. The gaps you mark here are the places where AI service packaging starts leaking margin, confidence, and expansion revenue.

Common Packaging Failure Signals

- Sellers describe AI services differently
- Buyers cannot compare service tiers
- AI support becomes unscoped free labor
- No clear upgrade or expansion path exists
- QBRs lack AI expansion triggers
- Pricing breaks at scale

What Buyer-Ready AI Packaging Includes

- Named AI service tiers
- Clear inclusions and exclusions
- Defined onboarding and implementation motion
- Expansion triggers for account managers
- Value metrics tied directly to pricing
- Support escalation boundaries
- Renewal and QBR expansion logic

PACKAGING PROBLEMS BECOME REVENUE PROBLEMS

- Inconsistent positioning
- Seller hesitation
- Stalled expansion motion
- Margin erosion
- Buyer confusion
- Support overload

02 PACKAGING READINESS SCORECARD

Score each category from 1 to 5. A strong packaged AI offer should be easy to understand, easy to sell, bounded to deliver, and designed to expand.

Category	1	2	3	4	5
Offer Clarity	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Pricing Logic	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Scope Boundaries	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Seller Readiness	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Expansion Triggers	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Renewal Alignment	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

After Completing This Checklist

- Whether buyers can understand your AI offer
- Whether sellers can confidently position it
- Whether support boundaries are scalable
- Whether expansion paths exist
- Whether pricing logic protects margin
- Whether AI services can become recurring revenue

Score Guidance

6-17 Packaging needs architecture before GTM push.

18-24 Offer is close, but gaps may slow sales or delivery.

25-30 Package is ready for seller activation and scale.



Scaletics builds the commercialization infrastructure behind packaged MSP AI services, seller activation, expansion revenue, and recurring AI growth.

LET'S BUILD THE REVENUE ENGINE.