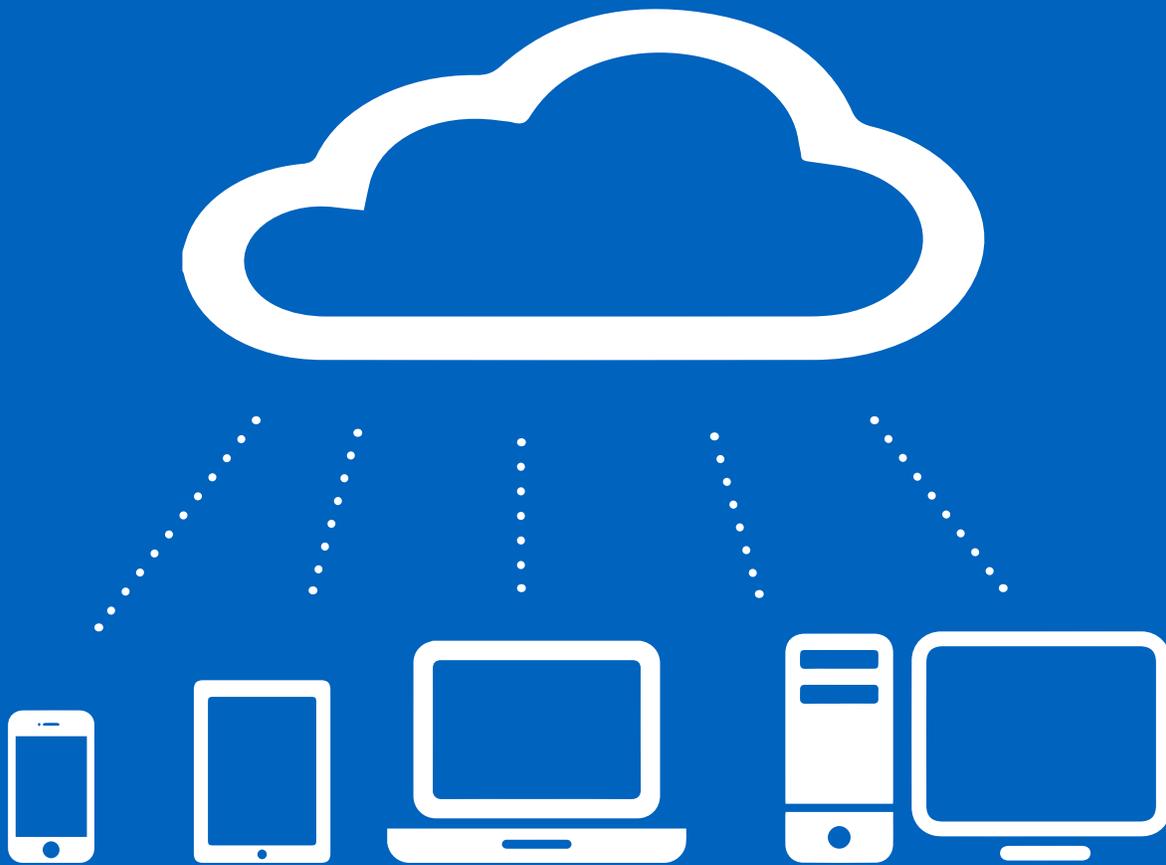# "HIRE AN IT SERVICES FIRM? WHAT'S IN IT FOR ME?"

## Boost Your Business through these 10 IT Consulting Benefits

In an increasingly competitive environment, your business' IT systems need to completely support your business goals. But this is hard to do in a cost-effective way; for many businesses, maintaining a dedicated, full-time IT department is simply too expensive, inefficient and time-consuming.
This is where an outside IT services firm comes in handy.

By outsourcing the support and evolution of IT, you can tap on-demand talent, depth of experience, ample resources and huge economies of scale at a lower cost compared to doing it in-house.
Outsource your IT services and you can expect the following benefits to come your way:

# 1 Free Your People to Focus on Core Business Functions.

Not on troubleshooting pesky network issues. Not on coaxing a balky printer or two. By outsourcing IT services, you free up your staff (and yourself) for revenue-generating opportunities and the business of the business.

Time and effort spent on figuring out Information Technology has a very real opportunity cost: addressing technology issues can be extremely inefficient for non-IT professionals, costing thousands of dollars in lost revenue per day while you work on IT network support duties that takes you and your employees away from core business functions.

But when you use a professional IT consulting service, you are hiring a company of highly trained experts to do what they do best—make sure your IT network works—so that you can do what you do best.

By hiring a reputable, affordable IT consulting service, you'll have the peace of mind of knowing that your IT network needs are always taken care of. You'll know that in the unlikely event an IT network issue rears its ugly head, it'll be quickly addressed by any team member from your IT consulting firm.
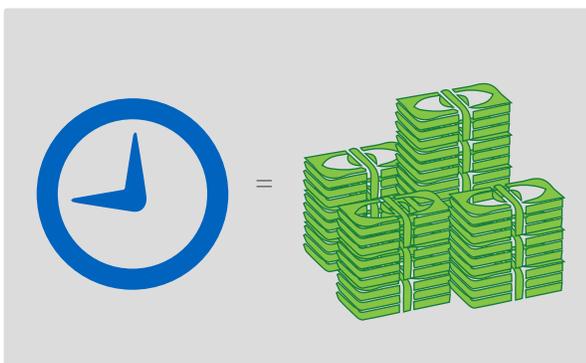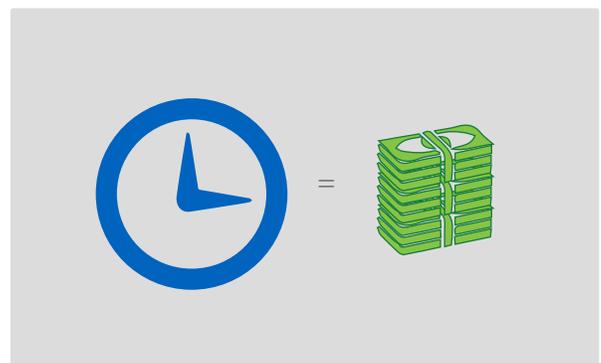
FULL TIME IT EMPOLYEE     VS     HIRING AN IT AGENCY

# 2 Tap Greater Efficiencies and Economies of Scale.

Not only do you spend less on IT services overall, your dollar goes much further: companies that hire a national company like All Covered get access to high-end resources far beyond anything available to them in-house.

The greater efficiencies and economies of scale that IT service providers can achieve are possible because of their focus on IT. They consolidate purchasing power, passing on the savings to clients. They have access to deep and broad knowledge bases, along with partnerships with respected technology entities like Dell, Cisco, and Microsoft. They can therefore deliver better, faster and cheaper technology solutions and services.

Using developed best practices, these providers simply complete tasks far more efficiently, often to an order of magnitude greater than their clients can do on their own. All this translates into real cost savings in terms of both time and money.

# 3 Tame runaway operating expenses.

As a business owner, staffing remains one of your largest capital expenditures. Recruiting, training, vacation, sick days, turnover and other management issues can be a major headache, especially if your margins can't justify the expense.

But perhaps your network doesn't need hands-on support 40 hours a week, 52 weeks a year. Maybe you only need four or eight hours a week standard IT support in addition to an occasional block of time set aside for special projects. If you find that you don't need fulltime IT support, but still need specialized, expert level IT skills, consider hiring an IT consulting firm to take care of your IT needs.

When you hire an outsourcing IT consulting firm to support your IT network, you aren't stuck with the cost of a fulltime salary and benefits. Instead, you negotiate for the exact type and amount of support you need and pay for just that. Nothing more and nothing less.

By doing so, you may end up spending 25% to 50% less compared to the cost of even a single full-time technology employee. You'll reduce costs and control operating expenses associated with supporting your IT network, while getting the expert level support that your company needs.

**Full Time Salary**

**Outsourcing Contract**

# 4 Access Highly-Specialized Talent.

Specialized talent (like the type that manages IT issues in your company) can be cost prohibitive for many small to medium-sized businesses. Think about it: what it would cost you to keep one in-house employee up-to-date on the skills required to take care of your specialized IT needs?

Instead of digging into your pockets to scrape together enough capital to hire an expensive, full-time employee with a specialized skill set, outsourcing IT allows you to draw upon expertise that would otherwise be too expensive to develop and maintain in-house.

IT consulting firms provide the manpower and flexibility to complement your day-to-day IT network support by providing specialized knowledge when you need it, regardless of standard business hours, at a price you can afford.

Flexible

Cost Prohibitive

No need to develop & maintain expertise

Specialized
IT Consultant
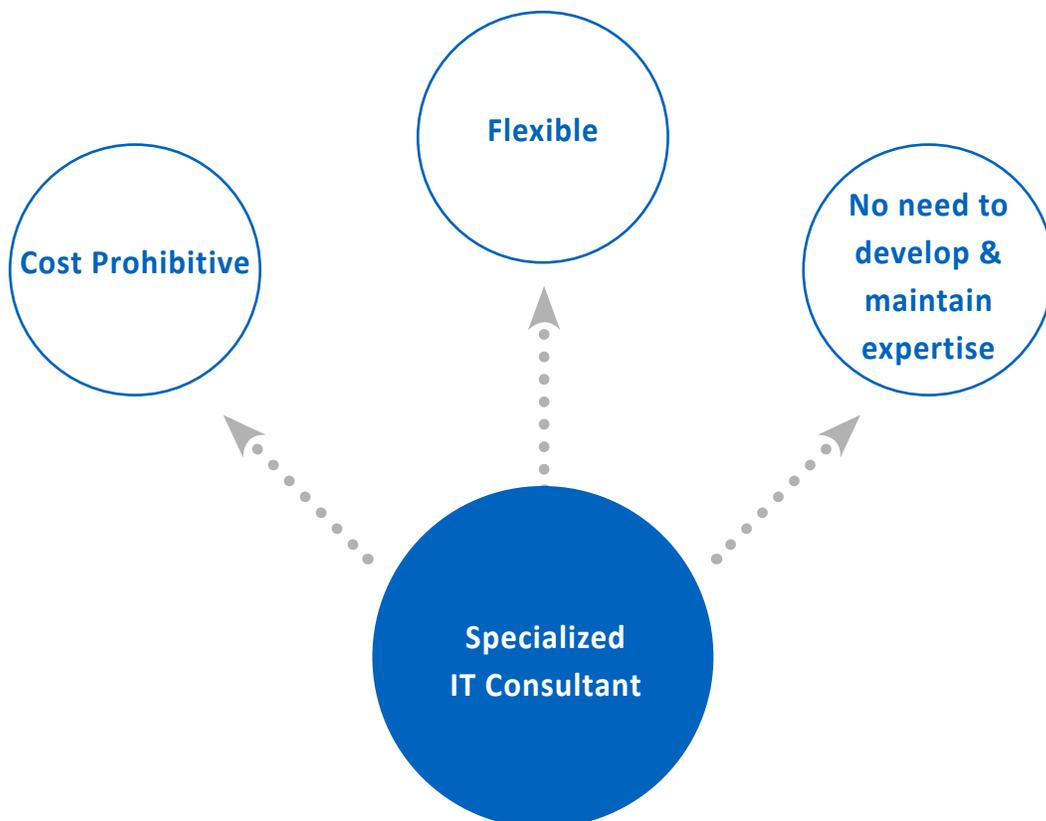
# 5 Tap Resources On-Demand Without Breaking the Bank.

When life throws your business a curveball, your IT department might not have the necessary agility to handle what's coming to them.

Emergencies may force you to selectively add or reduce administrative functions, strategic expertise or a combination of both. You might need to allocate your resources for major one-off projects. Vacations or peak periods may force you to rapidly adjust day-to-day support levels.

> Whatever the situation, if your IT requirements demand a greater commitment in time and resources than your company is able to provide, you have a human resources dilemma on your hands that you can easily solve by outsourcing to an IT consulting firm.

IT consulting firms provide on-demand resources that give your business the tech support it needs without breaking the bank, threatening the livelihood of your employees or negatively affecting company morale.

On-demand support can range from general, day-to-day administrative support that you schedule on a regular basis to lighten your staff's work load, or it can be specialized and provide your company with a particular skill set that your employees don't have.

# 6  Improve Productivity.

Technology was supposed to improve productivity... but many businesses are finding that the tech they've invested in doesn't quite work they way they thought it would. In fact, many companies have found that technology actually slows them down.

They're learning the hard way that productivity and business benefits can only be realized when this complex technology is properly planned, implemented and maintained. By mastering their field's best practices - and through comprehensive experience in planning, implementing and maintaining complex systems - IT services providers can successfully deliver the necessary productivity improvements.

IT consulting firms make it their business to know how all the individual technologies work together to enhance any company's goals. Through ongoing education and training, as well as daily hands-on application, IT consultants are experts at putting together the puzzle pieces and making your existing technology work the way it should so that your employees can be productive.

When you outsource with an IT consulting firm, you can be sure that you have hired experts with the skills to plan, implement and maintain your business' IT environment.

PRODUCTIVITY

DOWNTIME

# 7 Reduce Downtime.

When you are running a small to medium-sized business, you need to count on the fact that your IT network will work the way you need it to. Because even a few minutes of downtime - those tense moments when you can't access the internet, communicate by email, or access data on a server - can cost your company big money.

But it's not cheap to reduce downtime in your IT environment, either: creating a stable IT environment with maximum uptime requires staff with the expert skills and knowledge to make all of your company's network's applications and appliances work together, and that can take more time, energy and money than your business can afford.

Partnering with an IT consulting firm gives your company an affordable way to build a stable IT network which will save your company money and reduce your IT network's downtime.

When your outsource your IT environment support, you hire a team of professionals with expert level knowledge based on up-to-date best practices that are available to Fortune 500 companies, but scaled down to meet your small to medium-sized business needs with a price tag that won't break your budget.

PRODUCTIVITY

DOWNTIME
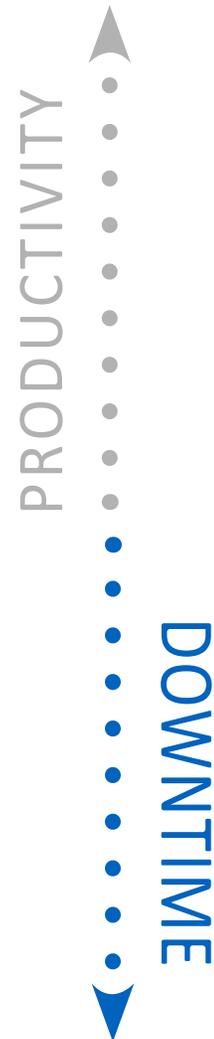
# 8 Gain a Competitive Edge.

Outsourcing your IT requirements allow you to take advantage of new technologies that don't just level the playing field - they provide a true competitive edge.

That's because IT services providers can easily keep up with the latest information technologies through ongoing training and real world experience. They know how to implement the latest hardware, software, and network applications available. They also know which technologies are not worth the investment.

They understand the nature of small and medium-sized businesses, and can help your company quickly adjust to changes in the market by leveraging the advantages that IT can offer. Their capability to make rapid moves help speed time to market, offering a competitive advantage and increasing the ability to react to competitive threats.

Flexible

Cost Prohibitive

Can easily keep up with the latest information technologies through ongoing training and real world experience

Know how to implement the latest hardware, software, and network applications available.

**Specialized IT Consultant**

Rapid moves help speed time to market, offering a competitive advantage & increasing the ability to react to competitive threats.
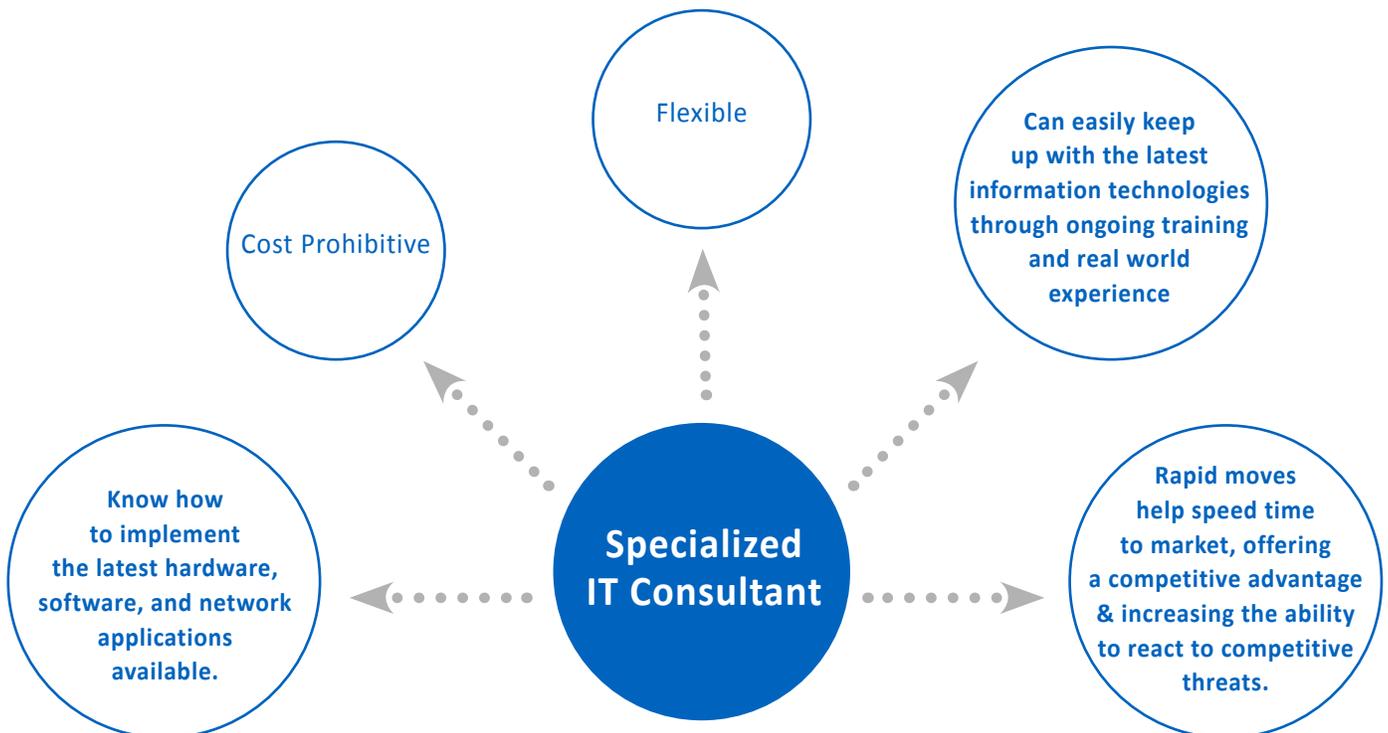
# 9 Attract and Retain Employees.

You may demand a lot from your people, but their expectations are just as great. They want an environment where computer downtime is minimal, and the software works like it is supposed to. Employees want to be competitive with their rivals; they want technology tools that really help them deliver.  They want up-to-date technology solutions that help them exceed expectations. Through their frequent training, hand on knowledge and cumulative experience, IT consulting firms can advise your business on which tech tools will serve your business' needs and which ones aren't worth the investment. An IT consulting firm can keep your IT environment up-to-date and competitive without breaking your bank.

With a professional IT services provider at your beck and call, you can meet your employees' expectations head-on: allowing you to easily attract and retain top talent in an increasingly competitive hiring market.

Minimal computer downtime

Software works like it is supposed to.

Competitive with their rivals
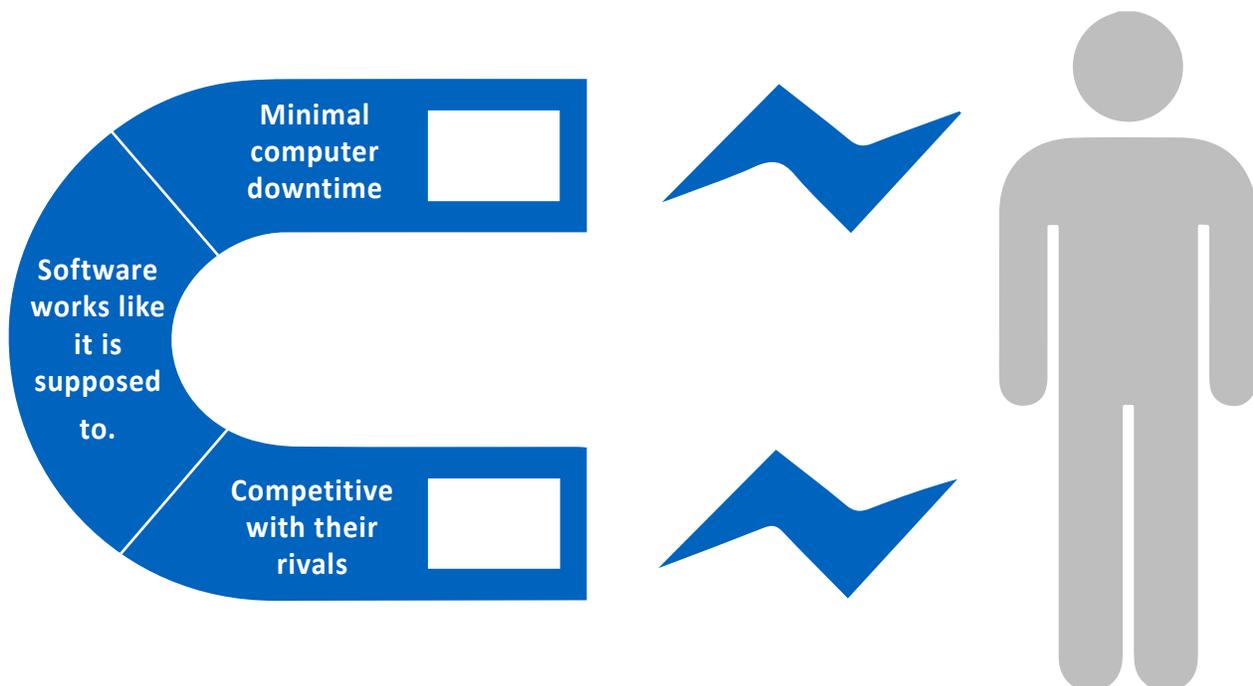
# 10 Access Otherwise-Unavailable Vendor Support.

Not all manufacturers provide ample support for their technology - users typically find precious little direct end-user support out there in the market, with unhelpful helpdesks and unresponsive consumer hotline numbers.

Solve this problem by establishing a relationship with a well-established IT services provider, one that can hook you up with priority access to Microsoft, Cisco and thousands of other technology vendors. Instead of waiting on hold for hours, you'll get direct access to the help you need, when you need it.
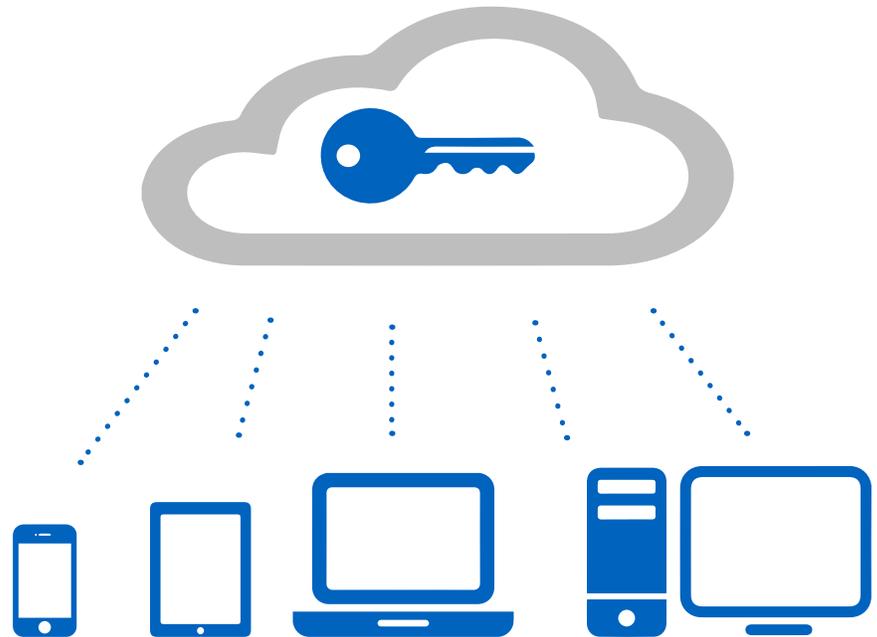
When an issue crops up, your IT consulting firm can sidestep the usual customer hotline and go straight to the specific type of support you need to quickly resolve your IT conflicts and save your business hours of lost productivity.

**Make these benefits work for your business.**

Contact All Covered toll-free at 866-446-1133 or visit www.allcovered.com.