



# Top Reasons to Outsource Your IT

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*How outsourcing benefits the  
Company, the CFO and the IT Manager*

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# The Benefits to the Company

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# The Many Benefits to the Company from Outsourcing

**Cost Effectiveness:** The direct and indirect cost of an internal dedicated resource to manage a company's infrastructure is generally 25 to 30% higher than outsourcing.

**More Productive Staff:** Outsourcing companies work proactively to reduce problems before they occur and then have ample staff on-hand to handle problems quickly when they do arise, allowing your staff to stay productive.

**Happier Staff:** Nobody likes computer problems. When an outsourcing company is involved, not only does your staff have quick access to help when they need it but they will have fewer IT problems to begin with.

**Reports:** Quality outsourcing companies provide detailed IT Health Reports, giving management the information it needs to make informed IT decisions.

**Increased ROI:** You receive an exponential increase worth of technical expertise for less than the cost of one employee.

**Training:** Internal IT resources must keep on top of the latest technology to be effective. Their training and certifications comes affects your bottom line. Outsourcing companies spend thousands of dollars on specialized training to ensure their engineer's skills are up-to-date at no additional costs to you.

**Unbiased IT Decisions:** A quality outsourcing company will meet with you frequently to discuss your current IT situation and give you independent, unbiased advice on how to utilize IT for your business.

**CTO:** Quality outsourcing companies include the services of a Chief Technology Officer. This individual is responsible for making sure you are following the procedures and policies that enable you to meet your compliance needs (if applicable) and ensure you have the documentation to back it up.

**More Technical Expertise:** When you outsource your IT you get an entire department of dedicated, certified, professionals with deep knowledge of IT.



# The Benefits to the CFO

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# The Many Benefits to the Company from Outsourcing

## Benefits to the Chief Financial Officer

### **Easier Budgeting**

When IT is outsourced the annual cost of support can be easily and accurately calculated based on a fixed price.

### **Reduces Overhead Costs**

Antivirus, SPAM Filtering, Content Filtering, Firewalls, Business Continuity Resources, Backup Licenses and Renewals are all costs absorbed by the IT company.

### **Reduces Technical Training Costs**

Keeping abreast of emerging technology requires ongoing training. With outsourcing, this is no longer the responsibility of the company.

### **Provides Measurable ROI**

Allowing for annual leave and public holidays, internal resources need to be available for approximately 46 weeks per annum, and a large proportion of that time is spent performing menial tasks that aren't measured or reported on. Outsourcing those tasks means you have accurate costing. More importantly, resources can be utilized to develop business related applications to support the company.

“ We used to hire the necessary staff, but that doesn't make good business sense today. RESULTS has the talent, diversified expertise and certifications to take care of that for us at a very affordable cost. If we had to equate what RESULTS does for us to a salary that would be one expensive person!”

- David Johnston, IT Manager, Manna Pro Feeds ”



# The Benefits to the IT Manager

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# The Many Benefits to the Company from Outsourcing

## Benefits to the IT Manager

### **Faster Response Times**

Networks are monitored in real time and issues are identified and addressed as they arise.

### **Proactive maintenance reduces reactive problem solving**

Good outsourcing companies work proactively to maintain your network, reducing the time spent reacting to network instability issues.

### **Network Health Reporting**

Good outsourcing companies provide monthly IT health reports which give IT Managers a basis from which decisions can be made on future requirements.

### **Increased Technical Resources**

Outsourcing provides increased resources both in actual numbers of people available to manage multiple concurrent requirements, but also in specific technical certifications.

### **More Time to Spend on Business Strategies**

IT Managers should work “on” their company’s Information Technology – not “in” it. Too often this isn’t the case, as they find themselves becoming an “IT Doer” not an IT Manager.

“ *RESULTS has been doing an outstanding job with handling any IT help desk issues. My end users are extremely pleased and have provided a lot of positive feedback. I am extremely grateful that RESULTS has been helping us – they are doing a great job!*

*- Geof McGuire, Business Systems Analyst & SharePoint Administrator, Torotel*

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“ *RESULTS has been a good partner for our business as they bring a team of experts to help us with our technology needs. Their advice they provide has helped us in better understanding the technology we need for the future.* ”



# CONTACT RESULTS TODAY

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RESULTS will help you calculate the cost savings of hiring an internal IT department vs. hiring RESULTS to manage your IT.

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