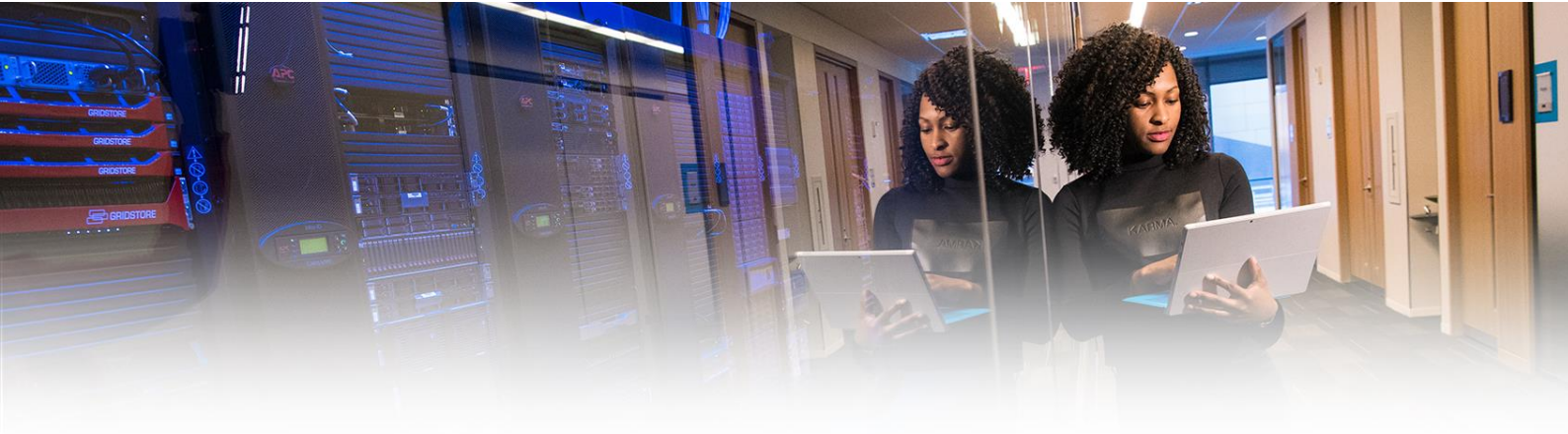
SAVE MONEY WITH MANAGED SERVICES? YES YOU CAN!

FLAG Computer Repair



Summary

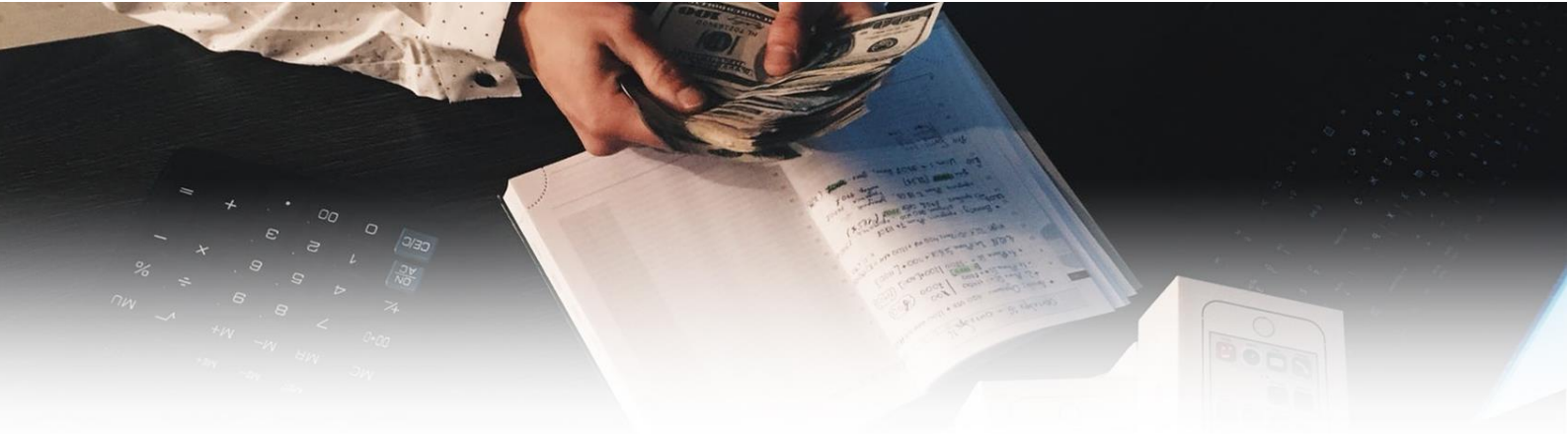
Controlling costs is a constant in business. Keeping budgets lean can mean more business revenue. So can focusing on what your business does best. That's why many turn to a Managed Service Provider (MSP) for IT support. An MSP offers cost savings and leaves people free to collaborate, create, and innovate.

What Does an MSP Do?

A Managed Service Provider (MSP) can lower your business costs. It can seem counterintuitive. You're paying for external IT help, but it's saving money? Well, the right MSP will help your IT infrastructure run better, which cuts costs.

The MSP provides server monitoring and IT maintenance services. Many businesses are reactive, fixing problems when they develop. MSPs are more proactive managing and meeting the business's evolving technology needs.

Smaller businesses looking for more robust technology and support contract with MSPs. A growing company



might turn to an MSP to avoid recruiting and retaining its own large in-house IT team.

How does an MSP lower costs?

Managed services can cut IT costs by as much as 40 percent and double operational efficiency.[1]

This ebook focuses on five other financial benefits from partnering with an MSP.

1. Migrating you to the cloud.

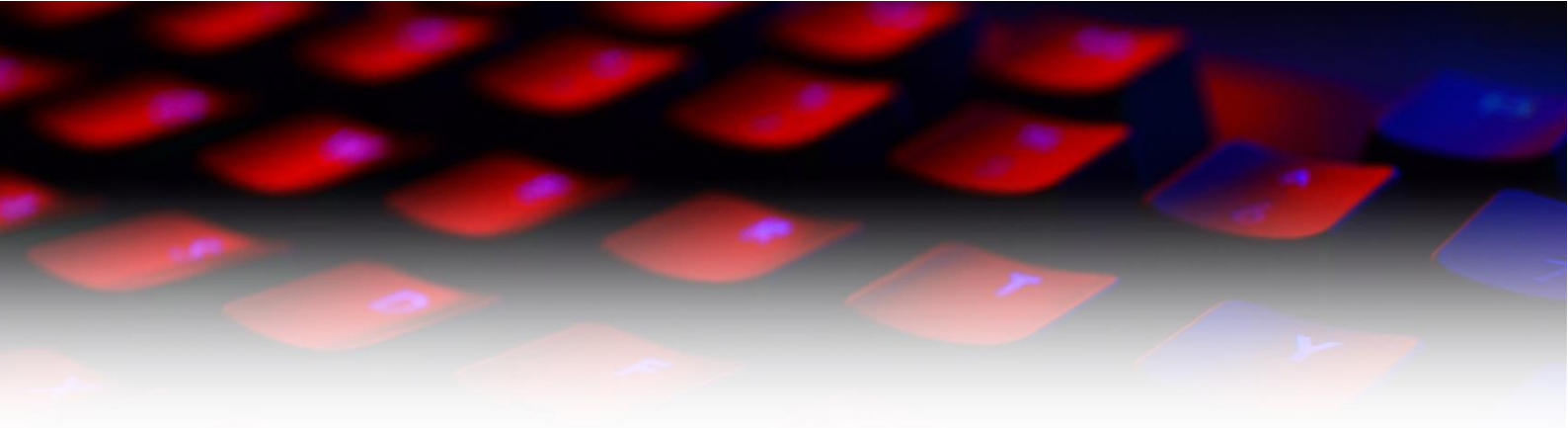
Perhaps your business has an onsite server for emails, storage, and software. You invested in that powerful in-house server. And you'll be paying to update it again every few years. Plus, you'll pay license fees for the operating system and self-hosted software and utility fees too.

An MSP will encourage you to see the benefits of cloud migration. Cloud computing allows you to grow your technological capabilities, without the same expenses. Staff training, system deployment, and equipment management are all included. Being on the cloud also lets your employees access apps where and when they need them.

Business IT leaders may be reluctant to migrate to the cloud. The MSP helps build a business case to justify the move. The vendor can also develop a transition strategy and provide ongoing support for the cloud environment.

2. Understanding the right fit.

MSPs tailor their services to your business workload size, regardless of company size. With an MSP, even small businesses can access the best technological tools.



The MSP team will help identify the best plans and providers to meet the client's needs. Unlike a software salesperson, the MSP doesn't sell you more than you need. The MSP shops around for the right plans (whether office broadband, mobile phones, or cloud subscriptions).

Finding a plan that saves money is an obvious financial benefit. But don't overlook the value of the MSP's consultative services. The provider can help migrate to the new environment and streamline legacy processes.

3. Providing the best technology for the task.

In-house IT teams are often overworked. Meanwhile, an MSP focuses on your business needs and the best tools and services. Don't waste time and money buying the wrong software or device for the task. Your MSP partner can match you with the right solution to help you do

things better and cheaper. This might mean switching printers to trade expensive inkjet cartridges with cheaper laser ones. Or noting features added to software that cut the need for two subscriptions.

Additionally, an MSP makes scaling up more financially feasible. You don’t need to pay for technology you don’t need yet. Only pay for the services you need at a given time.

4. Identifying resource savings.

Think first of the money you save outsourcing overhead costs. Consolidating data center operations save spaces, cuts licensing fees and hardware investment. Plus, the MSP pays for salaries and benefits for the offsite IT experts.

With managed services support, the in-house IT team can focus on more high-value efforts. Yet you enjoy access to expert support working 24/7/365 to prevent service interruptions. The MSP can also take over risk assessments, storage monitoring, and recovery planning. Meanwhile, you don't have to invest in expensive IT training. Your MSP partner will have a collection of experts proficient in all manner of IT areas.

Companies partnering with MSPs save from reallocating savings and bypassing additional staffing costs. In an IDC study this translated into a 42 percent average increase in productivity.[2]

Efficiency gains represent an indirect cost savings. Workflows can be streamlined. With systems running fast, and reliably, the business gains time on every task

done. Not just with one person, but across the entire business.

Even a half hour in time savings a day per employee adds up. Multiply that increased productivity and output by a week, a month, a year. You get the cost savings picture. The IDC study found valued the increased business productivity at $229,511. Plus, there was a 224% three-year return on investment.

5. Disaster Recovery

Ideally, you're never going to need disaster recovery services. But preparing for the worst can pay off in cost savings. After all, Gartner has estimated business downtime can cost up as much as $5,600 per minute or around $300,000 per hour.[3]

With an MSP you move beyond the break/fix model. The MSP monitors the IT environment for any system compromise. They keep on top of security updates to protect your business. A top priority is staying abreast of evolving threats.

Cyber criminals are highly motivated. You can't wish a natural disaster away. And, no matter how well you train employees, humans still make mistakes. So, it always helps to have access to 24/7 emergency MSP support.

If the worst does happen, the MSP should have a plan for recovery. They will have a data backup for you. When cloud based, this can be more quickly restored than other off-site solutions.

Final Thoughts

This ebook has focused on the financial benefits of partnering with an MSP. Of course, there are other advantages to consider beyond cost. These include:

1. Reducing complexity while increasing agility
2. Sharing risk and liability with external experts
3. Improving flexibility with a solution that scales without new technological investments.
4. Gaining access to innovative technology and industry best practices.

The appeal of this approach is clear. The right MSP partner takes the pressure off your team and supports your goals. When selecting an MSP, look at security capabilities, skills and resources, and service quality.

Interested in finding out more about managed service? Call us today at 07976 151148

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[1] Managed Services Market by Service Type (Managed Security Services, Managed Network Services, Managed IT Infrastructure and Data Center Services), Vertical, Organization Size, Deployment Type, and Region - Global Forecast to 2023. (2018, October) www.marketsandmarkets.com/Market-Reports/managed-services-market-1141.html

[2] The Business Value of Managed Services. (2014, February). https://www.slideshare.net/IBMServices/business-value-of-managed-services

[3] The Ugly Truth about Downtime Costs and How to Calculate Your Own. (2018, May 29). https://www.itondemand.com/2018/05/29/costs-of-downtime/

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