

THE CEO'S GUIDE TO Co-Managed I.T.

**A Far Superior Approach To Lowering The Risk,
Difficulty and Cost Of I.T. Support, Cyber Security
And Compliance For Your Growing Organization**



An Important Letter To The CEO:

What If...

Your IT Department Is Overwhelmed, Unable To Keep Up And Facing Projects They Cannot Handle On Their Own?

Do You Worry They Might Quit For A Higher-Paying Job, Leaving You Stranded? Have You Thought About Outsourcing Some Of Your IT Needs To Supplement Your IT Department?

If So, I've Got A Solution You Should Consider That Will Solve All Of These Problems AND Save You Thousands On I.T.

From The Desk of: Nathan Drager
President, Quantum Technologies

Dear Colleague,

Does your IT lead frequently come to you for more money, more tools, more staff, more help, but you constantly have to tell them to "make do" until you can find the budget for it?

Are you worried that your IT department may not be adequately prepared and equipped to handle a serious cyber security breach or recover you from a ransomware attack?

Do you have multiple projects you need done and IT problems unresolved simply because your IT department or person is stretched to their limit?

Do you worry that your IT leader could quit on a moment's notice and leave you stranded?

I know you're tempted to think, "We don't need more IT. Our internal IT department has it handled." Which is exactly why I'm writing you today.

My name is Nathan, and I'm the President of Quantum Technologies, an IT services firm based here in Sturgeon Bay.

Fact is, your IT department might NOT be as prepared and capable as you may think to handle the rising complexity of IT systems for your growing company AND the overwhelming sophistication of cyberthreats with the current resources, time and skill sets they have.

If true, **your organization IS AT RISK for a significant IT failure.**

To be crystal clear, I'm NOT suggesting your IT lead and staff aren't smart, dedicated, capable, hardworking people. Fact is, NOBODY likes to go to the CEO with "bad news" or to constantly ask for more money or help, particularly if they've already been told "there's no budget." Further, it takes a small army to run an IT department for a company of your size and growth – and you may be unfairly expecting too much of them, setting them up for failure.

When All Hell Breaks Loose, You Can't Blame Them

I've sent this letter to you and your internal IT lead to find who would be the most appropriate person or people to talk to about how we can fill in the gaps in your IT department, giving them the desperately essential support and tools they need WITHOUT adding to your overhead.

From my experience, companies of your specific size and growth are in a precarious situation: You're big enough to need a professional-grade IT department but can't afford to add significant overhead in IT tools and staff – particularly IT specialists with skills and tools that are only needed part-time.

Because of this, chances are your IT lead or department is underfunded, underutilized and struggling to keep up, and certainly isn't as efficient as they could be. And while they're working extremely hard to deliver the best IT services they possibly can, even the most competent IT person cannot do it all, know it all or handle the tsunami of tasks, details and projects being asked of them.

That's where we can help.

We've developed a NEW and innovative service designed specifically for companies of your size and with your needs to fill in the gaps in your IT department. **We call this service "co-managed IT."**

What Is Co-Managed IT?

In short, co-managed IT is a way for growing companies to get the helping hands, specialized expertise and IT management and automation tools they need WITHOUT the cost and difficulty of finding, managing and retaining a large IT staff OR investing in expensive software tools.

This is NOT about taking over your IT leader's job or replacing your IT department. It's also **NOT** a one-off project-based relationship where an IT company would limit their support to an "event" (although we can help you with projects).

It IS a flexible partnership to help you get superior IT support and services at a much lower cost. Here are just a few of the reasons why CEOs of similar-sized companies are moving to a co-managed approach:

- **You'll stop worrying (or worry less!) about falling victim to a major cyber-attack, outage or data-erasing event.** We can assist your IT leader in implementing next-gen cyber security protections to prevent or significantly mitigate the damages of a

ransomware attack or security breach. We can also assist in providing end-user awareness training and help you initiate controls to prevent employees from doing things that would compromise the security and integrity of your network and data.

- **Your IT team gets instant access to the *same* powerful IT automation and management tools we use to make them more efficient.** These tools will enable them to prioritize and resolve your employees' problems faster, improve communication and make your IT department FAR more effective and efficient. These are software tools your company could not reasonably afford on its own, but they are *included* with our co-managed IT program.
- **We don't replace your IT staff; we make them BETTER.** By filling in the gaps and assisting them, giving them best-in-class tools and training, and freeing them to be more proactive and strategic, we make them FAR more productive for you. As an added bonus, THEY won't get burned out, frustrated and leave.
- **You don't have to add to your head count.** Let's face it: overhead walks on two legs. Plus, finding, hiring and retaining TOP talent is brutally difficult. With co-managed IT, you don't have the cost, overhead or risk of a big IT team and department. We don't take vacations or sick leave. You won't lose us to maternity leave, an illness, or because we have to relocate with our spouse or found a better job.
- **"9-1-1" on-site.** In the unexpected event your IT leader was unable to perform their job OR if a disaster were to strike, we could instantly provide support to prevent the wheels from falling off.
- **You get a TEAM of smart, experienced IT pros.** No one IT person can know it all. Because you're a co-managed IT client, your IT lead will have access to a deep bench of expertise to figure out the best solution to a problem, to get advice on a situation or error they've never encountered before and to help decide what technologies are most appropriate for you (without your having to do the work of investigating them ALL).

Why Us?

There are a number of reasons our company is uniquely positioned to be your co-managed IT partner, starting with the simple fact we're the **ONLY** IT firm in Door County offering it. Other IT firms provide short-term project-based services, monitoring only or only sell managed services designed to replace you and your IT department. True co-managed IT is NONE of these things.

We are a partner you can TRUST. We're the team that will stay up into the wee hours of the night fixing a problem. We're the team you can call when an unexpected problem or crisis arises. And because we already know your environment, we can step in at any time FAST.

We are also the leader in efficient, responsive IT services and support. We currently serve over 100 businesses in Door County and have a solid reputation for service built on over 15 years' experience. *But that's not all we do.* We are also the leading/preeminent experts in cyber security – second to none in our thorough understanding of how to protect networks from data loss, ransomware, cloud technologies, etc.



I have invested thousands of dollars and over 15 years into developing the most efficient, robust and responsive IT support system so you don't have to. The co-managed IT support we provide will dramatically improve your effectiveness of your IT team while saving you money.

Is Co-Managed IT Right For You? Let Me Send You Our Free Information Guide And You Decide

If this letter struck a chord and you want to explore how (if?) a co-managed IT relationship would benefit you, I'd like to send you our **Free Guide To Co-Managed IT For CEOs**. You can download it INSTANTLY at: www.quantumtechnologies.com/consult.

This guide features in-depth details about co-managed IT and provides answers to frequently asked questions CEOs have, important information about picking the right IT firm to partner with, as well as case studies and cost-analysis information. It will also reveal tell tail signs your I.T. department is being pushed beyond their capabilities and whether or not they are TRULY as efficient as they could be, maximizing your ROI.

Prefer We Work With Your IT Leader?

As mentioned, we've sent this to the person we *believe* is the IT lead in your organization. However, we obviously don't know how you prefer IT decisions like this to be handled, or who we should discuss this with. If there is interest, **please pass this letter on to the person or people who are most appropriate to talk to**. We will call and follow up with you direct to see how (if?) you would like to proceed.

Want To Talk To Us Direct?

If you prefer, we can also schedule a quick 10-minute call to answer any questions you have about co-managed IT, or any other IT-related problem or question you might have. You can reach me direct at 920-818-0900. My personal e-mail is nathan.drager@quantumtechnologies.com

I will call and follow up with your executive assistant in the next 2 to 3 business days to ensure that you've received this letter and determine if you, or someone else in your organization, is the right person to talk to about co-managed IT.

Sincerely,

Nathan Drager, President
Quantum Technologies