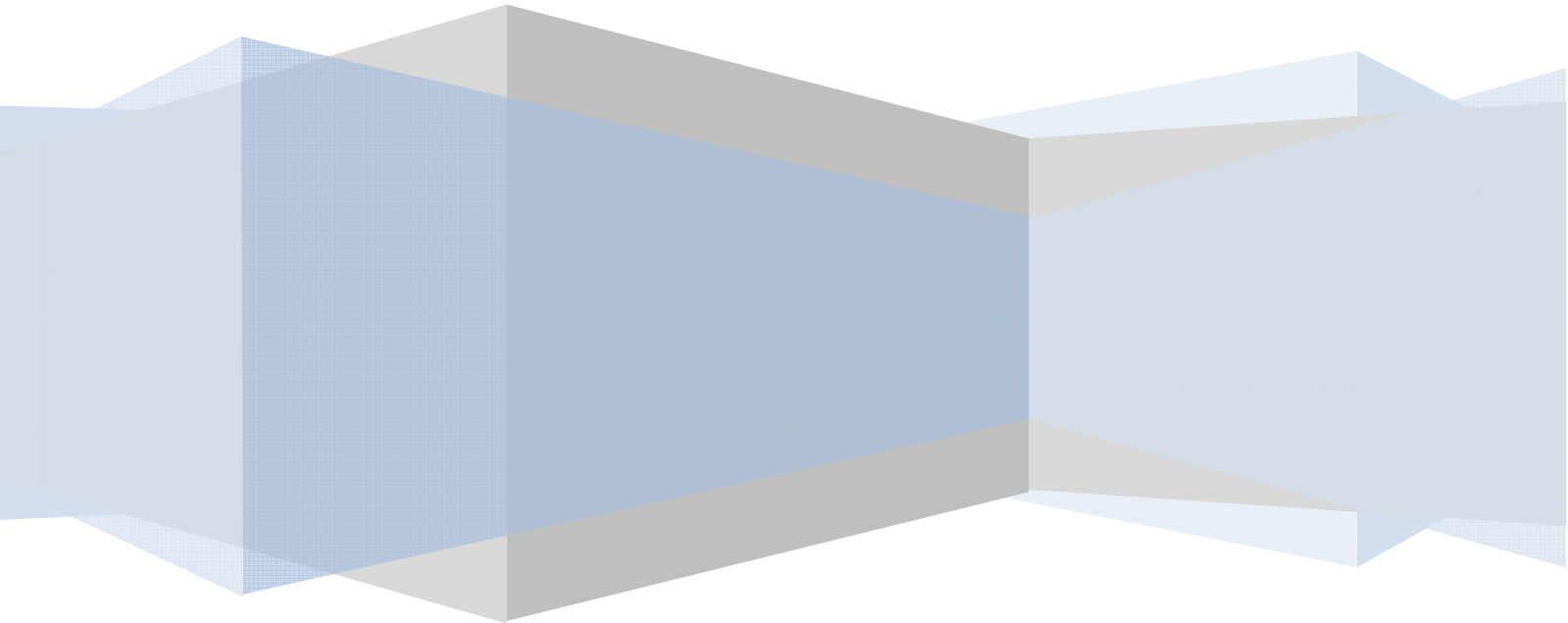


Midwest Technology Connection, Inc.

7 Business Reasons To Leverage IT Managed Services

How can small and mid-size companies benefit from IT managed services?





Seven Business Reasons to Leverage IT Managed Services

Today's small and mid-size businesses are seeking effective business solutions that increase revenue, performance and productivity and can scale for the long term.

Choosing one or several reasons from the list below is a clear indication of how IT Managed Services can deliver strategic value to your organization.

1. Your organization wants to increase revenues and profitability.

- You prefer to dedicate your resources to your core competencies rather than IT functions and support.
- You want to start using IT as a strategic asset to your company.
- You view outsourcing your IT functions as a good strategy for gaining efficiencies and reducing costs.
- You want to automate specific tasks to increase margins and drive value to your customers.
- Your sales team travels locally, nationally, and globally, they need mobile tools and easy access to data and information to increase sales performance.

2. Your business is in transition.

- Your growth targets require you to implement new technologies.
- You are experiencing significant business growth but you don't want to add headcount.
- You need to upgrade your existing computers and servers. You don't know whether to buy or lease.
- You are merging your operations with another partner/company.
- You are expanding your business nationally and globally.

3. You need to manage risk and ensure business continuity.

- Your digital assets include both internal and client sensitive documents and data.
- You are required to have secure data, transactions, and communications.
- You need a business continuity plan in case of a natural or man-made disaster.
- You want to know how quickly you can be operational after a natural or man-made disaster.
- You have a small IT department. You need to ensure your systems aren't compromised if IT personnel leaves or is dismissed?
- You want to ensure that your systems are protected from the latest viruses and threats.



4. You need to increase productivity and streamline operations.

- You service your customers 24x7.
- You operate real-time – locally, nationally, and globally.
- You need to minimize systems glitches and fix problems quickly.
- When your people aren't productive, you are losing money and customers.
- Your IT systems capabilities cannot keep up with your business growth.
- You need to reference historical client data to drive efficiencies and predictability.

5. You want to maximize ROI and manage costs.

- You want to predict your IT budget accurately and control costs.
- You need to decide whether to buy or lease your computers and equipment.
- You want confidence that your IT investments are delivering enough value.
- When you add up IT salaries, software, hardware, etc., it's a significant cost to your business.
- You want to leverage a third party's economies of scale to deliver more IT value.
- A standard computing environment would provide reliability, consistency and lower your operational costs.

6. You want to leverage IT as a strategic asset.

- You want to respond to changing business conditions.
- You need to stay up-to-date with new and evolving technologies.
- Your systems and PC's are getting older. You need to upgrade but you're unclear which ones and how.
- You want access to IT expertise and thought leadership.
- You require flexibility to create a competitive advantage.
- The future of your company requires us to evaluate new technologies and trends.

7. Your organization delivers first-class products and customer service.

- You want to respond quickly to customer needs and expectations.
- When you hire new people, they need to be trained and operational through a standard and efficient process.
- Your systems are an extension and representation of your company to your customers.
- You automate tasks so you can provide value-add to your customers.
- You utilize many channels to interact with your clients including the Internet.
- You can reach many prospects and service customers through online and interactive communications and functions.



“Managing every aspect of your organization’s IT infrastructure presents a long list of challenges and may get in the way of running your business,” said Brett W Littrell, President of MTC. “Leveraging Managed Services provides organizations with access to time-tested processes, skills and infrastructure, along with higher levels of security and reliability, at lower cost.”

Managed Services will continue to play a critical role in the small and mid-size marketplace as organizations take advantage of performance and productivity-enhancing technology and applications without the distraction and expertise required to manage them.

The question is not whether to use them - but how.

About Midwest Technology Connection

Powerful and Efficient Technology Solutions Designed for Your Business

Founded in 1918, Kansas City based Midwest Technology Connection (MTC) provides cost effective and efficient technology solutions for any-sized businesses. Whether you have one office or many, 5 employees or thousands, MTC has the right products and services for your success. As a Microsoft Gold Certified and HP Elite ProCurve Networking Partner, we offer Managed Services for all your technological business needs, including your network, print environment and telephone system.

Our reliable services allow you to improve your business processes and accelerate your business results.

Current clients include government agencies, financial institutions, professional service firms and educational institutions, just to name a few.

Whether you have an experienced IT staff or you need help to manage your technological needs, MTC offers a powerful, effective and complete solution to save you time and money.