



GOOD vs. GREAT:

**Unveiling the Hidden Value
of a Strategic IT Partner**

SUMMARY

- **What is an IT service provider?**
- **Why might you need one?**
- **Top business benefits of partnering with an IT service provider**
- **Not all providers are created equal**
- **Good vs. great IT service providers**



WHAT IS AN IT SERVICE PROVIDER?

- ✓ A tech partner that functions as your external IT department
- ✓ They provide expertise, support and management of your IT environment



WHY MIGHT YOU NEED ONE?



Cybersecurity concerns



Outdated technology



Challenges managing /
backing up data



Compliance and
regulatory requirements



TOP BUSINESS BENEFITS OF PARTNERING WITH AN IT SERVICE PROVIDER

**Aligning tech with
business objectives**

Enhanced efficiency

Informed decision-making

Boosted innovation

Scalability and flexibility

**Enhanced security
and risk management**

**Continuous system
improvement**

Budget optimization



NOT ALL PROVIDERS ARE CREATED EQUAL



GOOD

Will ensure that your systems
are running efficiently



GREAT

Can help take your
business to new heights



GOOD VS GREAT IT SERVICE PROVIDERS

GOOD

- Reactive
- Basic
- Uses jargon
- Solutions don't integrate properly
- Focused on themselves
- Slow to respond
- Complicated reporting

GREAT!

- Proactive
- Customized
- Uses simple language
- Solutions integrate effectively
- Focused on you
- Responsive
- Easy-to-understand reporting

WHAT SETS US APART

- ✓ Due to our strategic position in the market, we can deliver services at a lower cost than other MSP's.
- ✓ We deliver quicker access to leading-edge IT.
- ✓ Many providers are handcuffed by competing priorities for their SME's, causing delays in their SLA's. We have access to expertise that many providers do not have because of our economic scale.
- ✓ We support continuous learning for our resources to deliver the most efficient solutions.



Ready to collaborate with a
GREAT IT SERVICE PROVIDER?

**SCHEDULE A NO-OBLIGATION
CONSULTATION.**

ValuTrack Corporation
866-825-8382
sales@valutrack.com



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