

## **The Calgary Business Owners' Guide To Quality IT Support Services And Fees**

# **What You Should Expect To Pay For Quality IT Support For Your Business (And How To Get *Exactly* What You Need Without Unnecessary Extras, Hidden Fees And Bloated Contracts)**

### **Read this guide and you'll discover:**

- ✓ The 4 most common ways IT services companies charge for their services, and the pros and cons of each approach.
- ✓ A common billing model that puts ALL THE RISK on you, the customer, when buying IT services; you'll learn what it is and why you need to avoid agreeing to it.
- ✓ Exclusions, hidden fees and other "gotcha" clauses IT companies put in their contracts that you DON'T want to agree to.
- ✓ How to make sure you know exactly what you're getting to avoid disappointment, frustration and added costs later on that you didn't anticipate.
- ✓ 21 revealing questions to ask your IT support firm BEFORE giving them access to your computer network, e-mail and data.

### **Provided as an educational service by:**

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## Never Ask An IT Services Company, “What Do You Charge For Your Services?” Instead, You Should Ask, “What Will I *Get* For My *Money*?”



From The Desk Of Kelly Speers  
President, Your IT Results Inc.

Dear Colleague,

If you are the owner of a business in Alberta that is currently looking to outsource some or all of the IT support for your company, this report contains important information that will be extremely valuable to you as you search for a competent firm you can **trust**.

\*\*\*My name is Kelly Speers, President of Your IT Results Inc. We’ve been providing IT services to businesses in the Calgary area for over 11 years. You may not have heard of us before, but I’m sure you’re familiar with one or more of the other Alberta businesses who are clients of ours. A few of their comments are enclosed.

**One of the most commons questions we get from new prospective clients calling our office is “What do you guys charge for your services?”** Since this is such a common question — and a very important one to address — I decided to write this report for 3 reasons:

1. I wanted an easy way to answer this question and educate all prospective clients who come to us on the most common ways IT services companies package and price their services and the pros and cons of each approach.
2. I wanted to bring to light a few “industry secrets” about IT service contracts and SLAs (service level agreements) that almost no business owner thinks about, understands or knows to ask about when evaluating IT service providers that can end up burning you with hidden fees and locking you into a long-term contract when they are unwilling or unable to deliver the quality of service you need.
3. I wanted to educate business owners on how to pick the **right** IT services company for their specific situation, budget and needs based on the **VALUE** the company can deliver, not just the price, high OR low.

In the end, my purpose is to help you make the most informed decision possible so you end up working with someone who helps you solve your problems and accomplish what you want in a time frame, manner and budget that is right for you.

Dedicated to serving you,



Kelly Speers

## About The Author



I am the owner of Your IT Results Inc. a cybersecurity-focused and customer service driven IT (information technology) solutions provider in Calgary. With over 20 years of experience in technology and cybersecurity, I continue to keep abreast of the latest threats facing small to medium businesses and organizations.

Before starting Your IT Results Inc. over 12 years ago, I spent 12 years working with some of the largest internet service providers, retail marketing service providers, and medical laboratory service providers in Canada.

I built a remote workforce solution for a Retail Marketing company with staff spanning coast to coast across Canada. I built a system that supported over 300 employees and user's computers. With remote access and security being critical to the success. Because of this, we strive to balance the security required in today's threatening time with users being able to use the tools they require.

Your IT Results Inc. is **Cybersecurity focused** and **Customer Service** driven technology solutions provider. We truly believe that customer service is the key component to our success and client satisfaction. We know not everyone is as knowledgeable as our team about the technology they need to work with, just as we may not be as knowledgeable as our clients about their industries. We never talk down or speak disrespectfully to our clients and we try to limit the **Geek Speak** to only what is necessary.

## Comparing Apples To Apples: The Predominant IT Service Models Explained

Before you can accurately compare the fees, services and deliverables of one IT services company to another, you need to understand the 4 predominant service models most of these companies fit within. Some companies offer a blend of all 4, while others are strict about offering only one service plan. The 4 predominant service models are:

- **Time and Materials.** In the industry, we call this “break-fix” services. Essentially you pay an agreed-upon hourly rate for a technician to “fix” your problem when something “breaks.” Under this model, you might be able to negotiate a discount based on buying a block of hours. The scope of work may be simply to resolve a specific problem (like removing a virus), or it may encompass a large project like a computer network upgrade or move that has a specific result and end date clarified. Some companies will offer staff augmentation and placement under this model as well.
- **Managed IT Services.** This is a model where the IT services company takes the role of your “IT department” and not only installs and supports all the devices and PCs that connect to your server(s), but also offers phone and on-site support, antivirus, security, backup and a host of other services to monitor and maintain the health, speed, performance and security of your computer network.
- **Software Vendor-Supplied IT Services.** Many software companies will offer IT support for their customers in the form of a help desk or remote support for an additional fee. However, these are typically scaled-back services, limited to troubleshooting their specific application and NOT your entire computer network and all the applications and devices connected to it. If your problem resides outside of their specific software or the server it’s hosted on, they can’t help you and will often refer you to “your IT department.” While it’s often a good idea to at the very least buy some basic-level support package with a critical software application you use to run your business, this is not enough to provide the full IT services and support most businesses need to stay up and running. Remember the software vendor is not as concerned with your cybersecurity as they are with their product working as promised.
- **Co-Managed IT Services.** This is where you have an IT team or person that is in your office already but is likely overrun with supporting the day-to-day needs of the office staff. They may not have the time or the knowledge on how to implement a proper cybersecurity model or they may need additional help with projects.

When looking to outsource your IT support, the two service models you are most likely to end up having to choose between are the “managed IT services” and “break-fix” models. Therefore, let’s dive into the pros and cons of these two options, and then the typical fee structure for both.

## **Managed IT Services Vs. Break-Fix: Which Is The Better, More Cost-Effective Option?**

You've probably heard the famous Benjamin Franklin quote, "An ounce of prevention is worth a pound of cure." I couldn't agree more — and that's why it's my sincere belief that the managed IT approach is, by far, the most cost-effective, smartest option for any business. The only time I would recommend a "time and materials" or "Co-Managed IT" approach is when you already have a competent IT person or team proactively managing your computer network and simply have a specific IT project to complete that your current in-house IT team doesn't have the time or expertise to implement (such as a network upgrade, Advanced Endpoint Protection, Managed Firewall, installing a backup solution, etc.). Outside of that specific scenario, I do not think the break-fix approach is a good idea for general IT support for one very important, fundamental reason: you'll ultimately end up paying for a pound of "cure" for problems that could have easily been avoided with an "ounce" of prevention.

## **Why Regular Monitoring And Maintenance Is Critical For Today's Computer Networks**

The fact of the matter is computer networks absolutely, positively need ongoing maintenance and monitoring to stay secure. The ever-increasing dependency we have on IT systems and the data they hold — not to mention the *type* of data we're now saving digitally — has given rise to very smart and sophisticated cybercrime organizations (HACKERS) that work around the clock to do one thing: compromise your networks for illegal activities.

In most cases, the HACKERS intend to access financial information and passwords so they can rob you (or your clients), create fake identities for credit card fraud, etc. In other cases, they may want to use your computer network to send illegal spam, host pirated software, spread viruses, etc. And some do it just for the "fun" of being able to make computer systems inoperable. These criminals work around the clock in teams, constantly finding and inventing new ways to get around your antivirus software and firewalls; that's why you have to remain ever vigilant against their attacks.

Of course, this doesn't even take into consideration other common "disasters" such as rogue employees, lost devices, hardware failures (which are the #1 reason for data loss), fire and natural disasters and a host of other issues that can interrupt or outright destroy your IT infrastructure and the data it holds. Then there's regulatory compliance for any business hosting or touching credit card or financial information, medical records and even client contact information such as e-mail addresses.

Preventing these problems and keeping your systems up and running (which is what managed IT services is all about) is a LOT less expensive and damaging to your organization

than waiting until one of these things happens and then paying for emergency IT services to restore your systems to working order (break-fix).

## Should You Just Hire A Full-Time IT Manager?

In most cases, it is not cost-effective for companies with under 50 employees to hire a full-time IT person, because you can outsource this function of your business far cheaper than the cost of a full-time employee while getting a larger team working for you; you DO want to hire a professional to perform this IT and cybersecurity work just as you would hire an attorney to handle your legal matters or an accountant to prepare your taxes. **And if you truly understand the cost of your TIME and factor in employee productivity, the managed IT services model is considerably less expensive over time than the “break-fix” model.**

## Why “Break-Fix” Works Entirely In The Consultant’s Favor, *Not Yours*

Under a “break-fix” model, there is a fundamental conflict of interests between you and your IT firm. The IT services company has no incentive to stabilize your computer network or to resolve problems quickly because they are getting paid by the hour; therefore, the risk of unforeseen circumstances, scope creep, learning curve inefficiencies and outright incompetence are all shifted to YOU, the customer. Often billing is done in 1 or 2-hour minimums at a higher rate than if you were on a managed plan. Essentially, the more problems you have, the more they profit, which is precisely what you DON’T want.

Under this model, the IT consultant can take the liberty of assigning a junior (lower-paid), technician, to work on your problem who may take twice as long to resolve an issue that a more senior (and more expensive) technician would have taken to resolve. There is no incentive to properly manage the time of that technician or their efficiency, and there is every reason for them to prolong the project and to find MORE problems than solutions. Of course, if they’re ethical and want to keep you as a client, they *should* be doing everything possible to resolve your problems quickly and efficiently; however, that’s akin to putting a German shepherd in charge of watching over the ham sandwiches. Not a good idea.

Second, it creates a management problem for you, the customer, who now has to keep track of the hours they’ve worked to make sure you aren’t getting overbilled; and since you often have no way of really knowing if they’ve worked the hours they say they have, it creates a situation where you really, truly need to be able to trust they are being 100% ethical and honest AND tracking THEIR hours properly (not all do).

And finally, it makes budgeting for IT projects and expenses a nightmare since they may be zero one month and thousands the next.

## What To Look For In A Managed IT Services Agreement And What You Should Expect To Pay

**Important!** Please note that the following price quotes are industry averages based on a recent IT industry survey conducted of over 750 different IT services firms. We are providing this information to give you a general idea of what most IT services firms charge and to help you understand the VAST DIFFERENCES in service contracts that you must be aware of before signing on the dotted line. Please understand that this does NOT reflect our pricing model or approach, which is simply to understand exactly what you want to accomplish FIRST and then customize a solution based on your specific needs, budget and situation.

**Hourly Break-Fix Fees:** Most IT services companies selling break-fix services charge between \$150 and \$250 per hour with a two-hour minimum. In most cases, they will give you a discount of 5% to as much as 20% on their hourly rates if you purchase and pay for a block of hours in advance.

If they are quoting a **project**, the fees range widely based on the scope of work outlined. If you are hiring an IT consulting firm for a project, I would suggest you demand the following:

- **A very detailed scope of work that specifies what “success” is.** Make sure you detail what your expectations are in performance, workflow, costs, security, access, etc. The more detailed you can be, the better. Detailing your expectations upfront will go a long way in avoiding miscommunications and additional fees, later on, to give you what you REALLY wanted.
- **A fixed budget and time frame for completion.** Agreeing to this upfront aligns both your agenda and the consultants. Be very wary of loose estimates that allow the consulting firm to bill you for “unforeseen” circumstances. The bottom line is this: it is your IT consulting firm’s responsibility to be able to accurately assess your situation and quote a project based on their experience. You should not have to pick up the tab for a consultant underestimating a job or for their inefficiencies. A true professional knows how to take into consideration those contingencies and bill accordingly.
- **Insurance that covers you.** Do they carry business and cybersecurity insurance? Liability insurance ensures you have protection if there is a quality of work issue. Cybersecurity insurance provides important protection if their business experiences a cyberattack or data breach.
- **References of their current clients.** What do you know about them? Find out by speaking to their current clients. If they are hesitant to let you speak with their current clients ask why?

**Managed IT Services:** Most managed IT services firms will quote you a MONTHLY fee based on the number of devices they need to maintain, back up and support. In Alberta, that fee is somewhere in the range of \$200 to \$400 per server, \$100 to \$200 per desktop and approximately \$35 per smartphone or mobile device.

If you hire an IT consultant and sign up for a managed IT services contract, here are some things that SHOULD be included (make sure you read your contract to validate this):

- Security patches applied weekly, if not daily, for urgent and emerging threats
- Advanced Endpoint Protection utilizing artificial intelligence
- Endpoint monitoring for lateral attacks
- Antivirus updates and monitoring
- Next-generation Firewall with updates and monitoring
- Secure remote working options
- Backup monitoring and test restores
- Office 365 Email and Software
- Spam-filtering of both incoming and outgoing messages
- Email encryption of sensitive information
- Dark Web monitoring for company credentials being sold
- Continual email phishing and training
- Warranty monitoring
- Monitoring hardware for signs of failure
- Optimizing systems for maximum speed
- Cybersecurity training
- A voice of all things IT for your company

The following services may **NOT be included** and will often be billed separately. This is not necessarily a “scam” or unethical UNLESS the managed IT services company tries to hide these fees when selling you a service agreement. Make sure you review your contract carefully to know what is and is NOT included!

- Hardware, such as new servers, PCs, laptops, etc.
- Additional Software licenses
- On-site support
- Increased system or employee count
- Dark Web monitoring
- Cybersecurity Training
- Cloud services
- Cloud and offsite backup
- Next generation cybersecurity services
- Next generation firewall services
- Voice over IP (VoIP) telephone services

- Network and systems security audit

**Warning! Gray areas of “all-inclusive” service contracts.** In order to truly compare the “cost” of one managed IT services contract to another, you need to make sure you fully understand what IS and ISN’T included AND the “SLA” or “service level agreement” you are signing up for. It’s VERY easy for one IT services provider to appear far less expensive than another UNTIL you look closely at what you are getting.

The following are 21 questions to ask your IT services provider that will clarify exactly what you’re getting for the money. Some of these items may not be that important to you, while others (like response time, adequate insurance and uptime guarantees) may be critical. Make sure you fully understand each of these items before making a decision about who the right provider is for you; then make sure you get this IN WRITING.

## **21 Service Clarification Questions You Should Ask Your IT Services Firm Before Signing A Contract**

### **Customer Service:**

**Q1: Do they answer their phones live or do you always have to leave a voicemail and wait for someone to call you back?**

**Our Answer:** We answer our phones live 24 hours a day, 7 days a week, 365 days a year. When you call, you speak directly to a technician that starts working on your problem right away. No repeating your issue over and over as you get transferred to different people for help. We do not have staging your triage gatekeepers. Our average call answer time is less than 60 seconds by a qualified helpdesk technical. Why? Because many of the Business Owners, CEOs, and executives, we support work outside regular business hours and find it the most productive time they have. If they cannot access their computer network AND can’t get hold of anyone to help them, it’s incredibly frustrating.

**Q2: Do they offer a written, guaranteed response time to your calls?**

**Our Answer:** We guarantee to have a technician working on the problem right away. Our clients have three different ways of reaching our to technical support help desk team:

1. Telephone with a financially guaranteed 60 second answer time
2. Chat from their supported computer with a 2 minute average answer time
3. Email for non-critical issues, these are answered within 3-4 hours same day

This is written into every service agreement we give to our clients because it is what we would expect and what you deserve.

**Q3: Do they take the time to explain what they are doing and answer your questions in terms that you can understand (not geek-speak), or do they come across as arrogant and make you feel stupid for asking simple questions?**

**Our Answer:** Our technicians are taught to understand that not everyone is a computer expert, just like we aren't experts in our client's fields. We will take the time to answer your questions and explain everything in simple terms. Just look at what Jim from Angels Anonymous had to say:

***“Quick response times at all times daytime, during the evenings, and weekends.”***

*Your IT Results and their team operate with the highest level of integrity while providing customer service in an industry that seems to be lacking it. They are always available with quick answers to our questions or issues, and this is critical to us because our volunteers often work evenings and weekends. They take the time to listen to our needs and work within our budget to maximize the services they provide us. As a registered charity, this is critical to us.*



Jim M,  
Angels Anonymous

**Q4: Do they consistently (and proactively) offer new ways to improve your network's performance, or do they wait until you have a problem to make recommendations?**

**Our Answer:** We conduct quarterly review meetings with our clients to look for new ways to help improve their operations, lower costs, increase efficiencies and resolve any problems that may be arising. Our goal with these meetings is to help our clients be more profitable, efficient and competitive.

**Q5: Do they provide detailed invoices that clearly explain what you are paying for?**

**Our Answer:** We provide detailed invoices that show what work was done, why and when, so you never have to guess what you are paying for. We also double-check our invoices for accuracy before they are sent to you.

**Q6: Do they have adequate errors and omissions insurance as well as cybersecurity insurance to protect YOU?**

**Our Answer:** Here's something to consider: if THEY cause a problem with your network that causes you to be down for hours or days or to lose data, who's responsible? Don't be shy about asking to see their latest insurance policies!

**True Story:** A few years ago, Geek Squad was slapped with multimillion-dollar lawsuits from customers for bad behaviour by their technicians. In some cases, their techs were accessing, copying and distributing personal information they gained access to on customers' PCs and laptops brought in for repairs. In other cases, they lost a client's laptop (and subsequently, all the data on it) and tried to cover it up. Bottom line: make sure the company you are hiring has proper insurance to protect YOU.

**Q7: Do they guarantee to complete projects on time and on budget?**

**Our Answer:** All projects are fixed-priced and guaranteed to be completed on time, in writing. This is important because many unethical or incompetent computer guys will only quote “time and materials,” which gives them free rein to nickel-and-dime you as well as take as much time as they want to complete a project.

**Maintenance Of Your Network:**

**Q8: Do they insist on remotely monitoring your network 24/7/365 for lateral spread from potential attackers, local and offsite backups, keep critical security settings, virus definitions and security patches up-to-date. PREVENTING problems from turning into downtime, viruses, lost data and other issues?**

**Our Answer:** Yes, our remote network monitoring system watches over your network to constantly look for developing problems. Our security operation center (SOC) is continually monitoring for alerts or lateral movement from unauthorized hackers in your network so we can address them BEFORE they turn into bigger problems.

**Q9: Do they provide you with a weekly report that shows all the updates, security patches, and status of every machine on your network, so you know for SURE your systems have been secured and updated?**

**Our Answer:** Every week, our clients get detailed reports showing:

- Phishing testing results
- Applied Patches
- Dark Web scanning results
- Tickets opened and closed
- Cybersecurity reports

This shows the overall health score of their network other essential network checks (like hard-drive space, backups, speed and performance, etc.).

**Q10: Is it standard procedure for them to provide you with written network documentation detailing what software licenses you own, critical passwords, user information, hardware inventory, etc., or are they the only person with the “keys to the kingdom”?**

**Our Answer:** All clients receive this critical information at no additional cost. We also perform a quarterly update on this material and make sure certain key people from your organization have this information, giving you complete control over your network.

Side Note: You should NEVER allow an IT person to have that much control over you and your company. If you get the sneaking suspicion that your current IT person is keeping this under their control as a means of job security, get rid of them (and we can help to make sure you don't suffer ANY ill effects). This is downright unethical and dangerous to your organization, so don't tolerate it!

**Q11: Do they have other technicians on staff who are familiar with your network in case your regular technician goes on vacation or gets sick?**

**Our Answer:** Yes; and since we keep detailed network documentation (basically a blueprint of your computer network) and updates on every client's account, any of our technicians can pick up where another one has left off.

**Q12: When they offer an “all-inclusive” support plan, is it TRULY all-inclusive, or are their “gotchas” hidden in the fine print?**

**Our Answer:** Our “all-inclusive” support plan is just that — all-inclusive. One of the more popular service plans offered by consulting firms today is an “all-inclusive” managed services plan. These are actually a good thing because they'll save you a lot of money in the long run. HOWEVER, make sure you REALLY understand what is and isn't included. Some things to consider are:

- Is the phone/e-mail help desk included or extra?
- What about network upgrades, moves, or adding/removing users?
- Is hardware and/or software included?
- What about 3<sup>rd</sup>-party software support? (We recommend that this IS included. And you maintain an active support license with each 3<sup>rd</sup> party provider)
- What are the costs/consequences of early cancellation?
- What if you aren't happy with their services? Do they offer a money-back guarantee?
- If the hardware and software is included, what happens if you cancel the contract?
- Are off-site backups included? To what degree?
- If you have a major disaster, is restoring your network included or extra?
- What about on-site support calls? Or support to remote offices?

When we say all-inclusive, we mean just that. Our pricing includes your Managed firewall with a host of remoting working features and security tools. We include your office 365 licenses, email security filtering, training, backup, backup of your servers, and our advanced endpoint protection for each system. We become your IT department working for you, and we take over the IT relationship with your vendors so you can focus on your business. The only time you will have additional charges is changing infrastructure, adding systems or equipment.

## **Backups And Disaster Recovery:**

**Q13: Do they INSIST on monitoring an offsite as well as an on-site backup, or are they letting you rely on outdated backup methods?**

**Our Answer:** We do not allow our clients to use outdated backup methods because they can be incredibly unreliable. Cheap backups often are a case of getting what you pay for. How long will the backups take to complete, and if we have to restore, how long will the data take to download? We make sure all of our clients have modern offsite backup solutions that follow the rule of three where ever possible. The rule of three is three copies of your data, a working copy, a local copy, and an offsite copy in the event of an emergency.

**Q14: Do they INSIST on doing periodic test restores of your backups to make sure the data is not corrupt and could be restored in the event of a disaster?**

**Our Answer:** We test each day that the backups have completed and that your data can be accessed. We perform a monthly “fire drill” and perform a test restore from backup for our clients to make sure their data CAN be recovered in the event of an emergency. After all, the WORST time to “test” a backup is when you desperately need it.

**Q15: Do they insist on backing up your network BEFORE performing any type of project or upgrade?**

**Our Answer:** We do, and that’s simply as a precaution in case a hardware failure or software glitch causes a major problem.

**Q16: If you were to experience a major disaster, do they have a written plan for how your data could be restored FAST and/or enable you to work from a remote location?**

**Our Answer:** COVID-19 was a huge wake-up call for many businesses across the world. Organizations that should have been able to continue working from alternate locations found they just were not ready or their IT had dropped the ball. All of our clients receive a simple disaster recovery plan for their data and network. We encourage them to do a full disaster recovery plan for their office, but at a minimum, their network will be covered should something happen.

## **Technical Expertise And Support:**

**Q17: Is their help-desk North American based or outsourced overseas?**

**Our Answer:** Our incredible team of helpdesk technicians, network operation center (NOC) team, and our security operation center (SOC) team are based in North America. We make sure the team helping you are friendly and helpful. We consider this one of the most important aspects of customer service, plus we feel it’s a critical component to keeping your data secure.

**Q18: Do their technicians maintain current vendor certifications and participate in ongoing training — or are they learning on your dime?**

**Our Answer:** Our technicians are continually working to keep up-to-date on vendor products and services. Our technicians are highly trained with a plethora of resources and over 24 distinct certification types.

**Q19: Do their technicians arrive on time and dress professionally?**

**Our Answer:** Our technicians are true professionals that you would be proud to have in your office. They dress professionally and show up on time, and if they cannot (for some unforeseen reason), we always notify you immediately. We believe these are minimum requirements for delivering a professional service. Our core values are customer service-based, and our team takes this seriously. We hire based on customer service skill set and team fit to ensure this.

**Q20: Are they familiar with (and can they support) your unique line of business applications?**

**Our Answer:** We own the problems with all lines of business applications for our clients. That doesn't mean we can fix faulty software — but we WILL be the liaison between you and your vendor to resolve problems you are having and make sure these applications work smoothly for you. At no point will our team tell you we can't help you, we will manage the technical issues with all of your vendors from when you first report them to when we complete the resolution.

**Q21: When something goes wrong with your Internet service, phone systems, printers or other IT services, do they own the problem or do they say, "That's not our problem to fix"?**

**Our Answer:** We feel WE should own the problem for our clients, so they don't have to try and resolve any of these issues on their own — that's just plain old good service and something many computer guys won't do.

## **A Final Word And Free Assessment Offer To Show You How To Eliminate System Slowness, Crashes And Viruses And Drastically Lower Your IT Maintenance Costs**

I hope you have found this guide helpful in shedding some light on what to look for when hiring a professional firm to outsource your IT support. As I stated in the opening of this report, my purpose in providing this information was to help you make an informed decision and avoid getting burned by incompetent or unethical firms luring you in with cheap prices.

**Below you will find information on how to request a FREE IT Optimization Plan for your company as a next step in engaging with us.** There is no cost or obligation, and I guarantee you will find this consult to be extremely valuable and eye-opening.

Looking forward to your call!

Kelly Speers  
Your IT Results Inc.  
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## Limited Free IT Optimization Plan:

# Give Me 30 Minutes, And I Guarantee I Can Show You How To Eliminate System Slowness, Crashes, Viruses And A Host Of Other Annoying IT Problems – And How To Never Pay For Unnecessary IT Expenses And Repairs Again

From The Desk Of: Kelly Speers,  
President, Your IT Results Inc.  
Calgary, Alberta

Dear Colleague,

Do you have a **nagging suspicion** that your current IT provider isn't delivering the quality of service you're paying for?

Do you have a **long wait** between calling or emailing for support and actually hearing back from your current IT provider?

Maybe you're experiencing **chronic problems** with your computer, network, and phone systems that your IT provider just never seems to resolve.

Maybe it has become easier to find a work-around or **try to fix IT problems yourself** than to call your IT provider.

Or maybe you're sending a check every month for their services **but don't really know what you're paying for**. Could they really get you back up and running after a disaster? Are they *truly* maintaining critical security updates for your IT systems? Have you outgrown their ability to adequately support you?

With today's continual cybersecurity threats facing every business small or large, you have to question if your IT team is doing everything they can to protect you? Have they reviewed options with you to better secure your business and everything you have worked for to build it? It's very common for businesses to be unhappy with the quality of service and support they're getting from their current IT company, but they tolerate it simply because they don't know who else to call, or they're just too darn busy to take the time to find someone else.

## **Free Customized IT Optimization Plan And Multi-Point IT Systems Security And Performance Assessment**

If I just described your situation, I want to give you a **customized IT Optimization Plan for free** that will reveal what's REALLY going on in your computer network and show you the fastest and most efficient way to get your systems working the way they're supposed to, saving you a great deal of time, aggravation and money. **Briefly, here's what I have in mind...**

First, I want to perform our proprietary **Multi-Point IT Systems Security And Network Performance Assessment** on your computer network (one that's taken me over 15 years to perfect).

There's no charge for this, and it only requires a 30- to 60-minute meeting. After doing this type of thing for almost 24 years, we've truly perfected a process for helping companies like yours to get their IT systems working the way they are supposed to.

**After conducting this Free Assessment, we'll be able to answer your top questions, such as:**

- Are your IT systems truly secured from hackers, viruses and rogue employees?
- Are your backups configured properly to ensure that you could be back up and running again fast in a disaster?
- Are you unknowingly exposing your company to expensive fines and litigation under new Canada or Alberta data-breach and privacy laws?
- Could you utilize cheaper and more efficient cloud-computing technologies to lower IT costs and make it easier to work remotely?
- Are your systems optimized for maximum speed and performance? (I can tell you, 99% of the computer networks we review are NOT.)

Once we have a clear picture of the state, health and performance of your current IT systems, we'll then deliver a **customized IT Optimization Plan** that will show you how to eliminate every single nagging problem, enable you to work faster and easier and lower IT costs wherever possible.

## At The End Of This Assessment, One Of Three Things Will Happen:

**You love the plan** and decide to implement it on your own. If this is the case, we'll wish you the best of luck and *ask that you keep in touch with us to let us know how you're doing.*

**You love the plan and ask to become our client so we can personally help you implement it ASAP.** *If that's the case, we'll knock it out of the park...and that's a promise.*

Or finally...

In the unlikely and *unprecedented* event that you feel like you wasted your time, and that we don't find a way to dramatically improve your situation, **we will make a \$100 donation in your name immediately.** No questions asked. Your time is your most valuable asset, and I respect that. To date, we've NEVER had anyone say that we've wasted their time, so I feel completely comfortable making this guarantee to you.

Think about this...

The "worst" that can happen is you get \$100 donation in your name for "wasting" an hour having an independent third party validate and review the security, speed and health of your computer network.

**The best that can happen is we work together to finally take all IT complaints off your plate.**

## Here's How This Will Work:

First, you'll fill out a quick request for the **customized IT Optimization Plan** on our web site: <https://www.youritresults.com/free-network-assessment>.

Once you complete this, I will call you and set up a convenient time for us to come to your office and perform our **Multi-Point IT Systems Security And Network Performance Assessment.**

After that initial meeting, we'll prepare a **customized IT Optimization Plan and a "Report Of Findings"** that will reveal any vulnerabilities in your backups and security, as well as show you how to optimize your IT to increase everyone's productivity in the fastest, most efficient way possible.

And like I said, ***there's no charge for this.***

## So Why Would We Offer This For Free?

**For one simple reason:**

**It's the fastest and easiest way for us to demonstrate the value we can deliver without any risk to you.** Frankly, it's how we get the happy clients you've seen all over our web site and have probably heard about before. (See attached.)

After all, if you like what you see and we show you how to solve a number of IT-related problems in your company, why wouldn't you want to work with us? Of course, we will approach this with no expectations or heavy sales pressure of any kind. I don't like pushy salespeople any more than you do — **and we stand on the belief that providing extreme value in advance is the best way to showcase our services** and win new business. In fact, here's my "VALUE IN ADVANCE PROMISE" to you...

## **You'll Find This Consultation To Be Incredibly Valuable Or We'll a donation of \$100 in your name. To Compensate You For Your Time**

Now, obviously this is an amazing offer that you'll probably never see from any other IT company or computer expert in the world. But I'm SO confident that we can deliver extreme value that I have no concerns with putting this type of guarantee on our time together.

The ONLY catch is that we can't help everyone, so we have a strict (but reasonable) set of criteria that need to be met in order for us to proceed. Here it is:

**1. You have to at least have a server and 10 workstations.**

Our services and advice work best for companies that have at least one server and 10 workstations. If that's not you (or if you are a brand-new startup), we might be able to help you through a different process. Call the office, and we will direct you from there: (403) 407 - 2443

**2. You must be the owner or key executive of the business.**

Due to the nature of the advice, we'll give you, and it will be actionable only for the owner or key executive.

**3. You must have administrator credentials.**

Our multi-point assessment utilizes software that does not need to be installed but does need to run on a server as well as several computers. You may enter the passwords when required as an additional security measure.

## If You Meet The Criteria Above, Here's How We Get Started:

**Step 1:** Go to the web site below to complete a request for the assessment. Don't worry, it's EASY, simple and unobtrusive.

[www.youritresults.com/free-network-assesment](http://www.youritresults.com/free-network-assesment)

**Step 2:** Once we've received your application and reviewed it, I will call you and set up a time for us to meet.

The initial meeting will be between 30 and 60 minutes. This is where we really begin working to figure out exactly what you want and how to make it happen. We'll also initiate our **Multi-Point IT Systems Security And Performance Assessment**.

**Step 3:** After that initial meeting, we'll prepare a **customized IT Optimization Plan and a "Report Of Findings"** that will reveal any vulnerabilities in your backups and security, as well as show you how to optimize your IT to increase everyone's productivity in the fastest, most efficient way possible. This second meeting should be a real eye-opener for you.

If you see the value in engaging beyond that, great! We can talk about it at that time. And if you don't want to become a client — *that's OK too*. By the way, we've *never* had anyone feel like their time was wasted. EVER. That's why we can make this offer. WE DELIVER.

So, unless you are 100% happy with the IT support you are getting and absolutely confident that your network is secure, backed up properly and running at optimal levels, why wouldn't you give this a try? Do it now and you'll be glad you did:

[www.youritresults.com/free-network-assesment](http://www.youritresults.com/free-network-assesment)

Dedicated to your success,

Kelly Speers  
President, Your IT Results Inc.  
(403) 407 - 2443

## See What Other Business Owners Are Saying:

### Trustworthy with the fastest response times



The team at Your IT Results Inc. helps us understand what we NEED to know to keep our systems and our clients information as secure as possible from hackers. They take the time to go through what we have and explain what needs to be replaced or added, keeping our budget in mind. They are great communicators, taking the time to talk to each of us without talking down to us. Very trustworthy people that we do not hesitate to refer.

*Cindy G, Elbow Valley*

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### Technical support in less than 60 seconds



In the Past, our technical support provider would have to try and fit us in, sometimes days later. Now, we call and are speaking to a technician from Your IT Results Inc. in less than 60 seconds. The worry is taken away from having to try and fix things ourselves or hope something doesn't go wrong outside of regular business hours with 24/7 coverage. Your team does not make us feel like we are idiots because we don't know as much about IT as they do. I wouldn't hesitate to refer Your IT Results Inc. and in fact I have already.

*Teresa J, Choice Memorial*

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### Our issues are as important to Your IT Results as they are to us



Trust is the foundation of any relationship, I put my trust in the team at Your IT Results Inc. knowing they are the IT experts so I don't have to be. I personally know two other business leaders who use Your IT Results Inc on of whom I referred to Your IT Results Inc directly. All of us would and do, without reservation and with confidence, refer their services to our own clients.

*Lisa Demers, ABBA Books*

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## Computer Security Is Priority #1



Cybersecurity for our company, as well as our client's data, is critical to us, and Your IT Results Inc. keeps us protected against the continually increasing threats. The help desk usually answers our calls live or within a minute, and they speak in easy to understand terms with NO GEEK SPEAK. Fast answer times and incredible service is why we recommend Your IT Results Inc!

*Andrew H, Bercal Food Services ltd.*

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## Friendly, Professional, Knowledgeable and Prompt!



Our office is fast-paced and chaotic. We need to have IT support quickly, and Your IT Results Inc. provides answers right away. Our cybersecurity, computers, Microsoft 365, and suggestions on how to best use what we have and what is coming. The help desk team is knowledgeable and never speaks down to us while providing very prompt service. We 100% suggest going with Your IT Results Inc.

*Sheri N, Sons of Electric*

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## Quick response times even during the evenings and weekends



Your IT Results and their team operate with the highest level of integrity while providing customer service in an industry that it seems to be missing. They always seem to be available with quick answers to our questions or issues, this is critical to us because our volunteers often work evenings and weekends. They take the time to listen to our needs and work with in our budget to maximize the services they provide us. As a registered charity this is critical to us.

*Jim M, Angels Anonymous.*

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## “Customer service driven” Not just a tagline



I highly recommend Your IT Results and their team to other business leaders, their customer service is unmatched. We have been clients for over 6 years and continue to rely on their expertise in cybersecurity, cloud services, and computer support. They are amazingly quick to answer emails or phone calls and work with us to find a solution that fits OUR needs. They put the needs of our business first and provide the best customer service experience with our IT Support.

*Lisa H R, Workplace Matters*

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## The Top 7 Reasons Why You'll Want To Outsource Your IT Support To Us:

1. **We Respond Within 1 Minute Or Less.** The average amount of time it takes for one of our clients to get on the phone with a technician who can start working on resolving their problem is 30 seconds. We know you're busy and have made a sincere commitment to making sure your computer problems get fixed FAST. And since most repairs can be done remotely using our secure management tools, you don't have to wait around for a technician to show up.
2. **No Geek-Speak.** You deserve to get answers to your questions in PLAIN ENGLISH, not in confusing technical terms. Our technicians will also not talk down to you or make you feel stupid because you don't understand how all this "technology" works. That's our job!
3. **100% No-Small-Print Satisfaction Guarantee.** Quite simply, if you are not happy with our work, we'll do whatever it takes to make it right to YOUR standards without charging you for it. And if we can't make it right, the service is free.
4. **All Projects Are Completed On Time And On Budget.** When you hire us to complete a project for you, we won't nickel-and-dime you with unforeseen or unexpected charges or delays. We guarantee to deliver exactly what we promised to deliver, on time and on budget, with no excuses.
5. **Cybersecurity plans that work.** By utilizing artificial intelligence (AI) and advanced computing, we can monitor hackers trying to move laterally across your network to infect the whole company. Our team is monitoring and acting on these alerts 24/7 to help protect your network.
6. **We Won't Hold You, Hostage.** Many IT companies do NOT provide their clients with simple and easy-to-understand documentation that outlines key network resources, passwords, licenses, etc. By keeping that to themselves, IT companies hold their clients "hostage" to scare them away from hiring someone else. This is both unethical and unprofessional. As a client of ours, we'll provide you with full, written documentation of your network and all the resources, software licenses, passwords, hardware, etc., in simple terms so YOU can understand it. We keep our clients by delivering exceptional service — not by keeping them in the dark.
7. **Peace Of Mind.** Because we monitor all of our clients' networks 24/7/365, you never have to worry that a virus has spread, a hacker has broken in or a backup has failed to perform. We watch over your entire network, taking the management and hassle of maintaining it off your hands. This frees you to focus on your customers and running your business, not on your IT systems, security and backups.