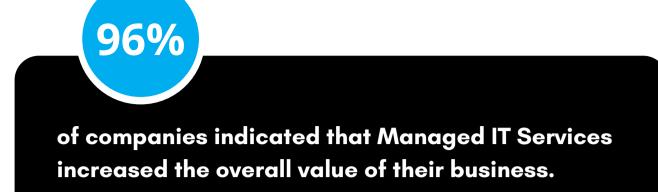


## WHY USE MANAGED SERVICES ?

SURVEY RESULTS FROM ACTUAL MANAGED IT USERS

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## **BUSINESS DRIVERS**

The most common business drivers affecting respondents' decisions to use Managed Services were (in order of importance):



## **MANAGED SERVICES: TANGIBLE VALUE**

## 59%

of companies were able to reduce costs related to integration (developing maps, onboarding business partners, etc.).

46%

of businesses were able to redirect some of their IT staff to more forward-looking projects/roles.

78%

of respondents who used managed IT for 5 years or more agreed that managed services improved efficiency of onboarding new clients.

74%

Strongly agreed that the replacing capital IT expenditure with a fixedprice monthly subscription fee was of value to them.

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