VCIO or SUPERHERO?

How to Save $250,000 and Still Have the Best IT Experts at Your Side

think
CSC | Your
Chief
Technology
Office

DOES YOUR BUSINESS NEED A VCIO?

Every business is becoming more reliant on technology in order to survive and to thrive - a trend is destined to continue. And this is a good thing: Businesses can grow more quickly, provide better solutions, and deliver better service when they incorporate automation, consistency, and better security. But managing all of that technology can be time consuming, and not every organization has the budget for a CIO. A virtual CIO (vCIO), however, can provide organizations with the leadership and technical expertise of a hired CIO without the cost of adding a full-time salaried professional.

WHAT IS A VCIO?

A CIO is a Chief Information Officer, responsible for providing executive-level decision making and strategy, to best employ technology used by the organization and to advance the organization's goals. The issues with hiring a CIO for most organizations is twofold: one, it is expensive to employ an additional full-time, salaried officer; and two, truly talented and knowledgeable CIOs are in short supply. A **virtual** CIO can offer the arguably more knowledge and expertise to an organization **without** the same costs - $200,000-300,000 per year at minimum.

DOES MY BUSINESS NEED A VCIO?

A vCIO provides you with the expertise you need to properly implement technology and security while minimizing your required financial investment. Instead of hiring a full-time officer, you gain the benefit of the same level of knowledge and expertise on an as-needed basis.

BENEFITS OF A VCIO

If you do not have a C-level technology strategist on your team, your organization will benefit from a vCIO. A vCIO can play a large role in making sure your organization is leveraging technology in the most efficient and cost-effective ways, partnering with you to achieve your business objectives, preparing your organization for growth, ensuring your access to data, protecting your data integrity, and helping to identify your current and future infrastructure needs.

STRATEGIC DIRECTION FROM AN IT STANDPOINT

vCIO services level the playing field for small- and medium-sized organizations that can now have access to the same level of expertise as large corporations, without bearing the cost of a full-time CIO. In today's globally competitive, rapidly transforming environment, small and midsize businesses must find ways to remain as competitive as possible, and when it comes to business IT, having access to a virtual CIO is a great equalizer.

C-LEVEL GUIDANCE WITHOUT C-LEVEL COSTS

Unless you are a major corporation, hiring a full-time CTO or CIO is often beyond your budget, and going without an IT security expert at your disposal can potentially cost you even more, depending on the severity of the inevitable breach that will occur if your IT security is not up to speed.

VCIO: THE BEST OF BOTH WORLDS

A virtual CIO – or vCIO gives you the C-level guidance and insight that helps you make better decisions about your business - without hiring another C-level executive. Having hands-on access to CIO-level expertise, without the cost, means you not only have top-notch cybersecurity protection for your business, but you also have the funds necessary to invest in comprehensive cybersecurity for your organization. From investments in infrastructure to better employee training, you can more effectively manage risk.

The net results are proactive insights and informed decisions. Uninformed choices often result in irreparable damage. A vCIO does the legwork and research for you to ensure you make business decisions with a consideration for the technology impact so that youIT decisions that are strategic and cost-effective.

THE ROI OF A VCIO

It's not just about saving money. Your vCIO has a role of trust in your organization, making recommendations not from a sales perspective but to help you know what you need to do that gives you the best 5-year ROI for your IT investment.

For example, are your servers aging? Is it more beneficial to your organization to replace them or shift to cloud hosting? Are you planning new hires in the next quarter? Do you have the equipment in place for them to begin working, or will you need to invest in new machines so that onboarding can happen swiftly and smoothly? Are there gaps in your security policies and procedures that leave you vulnerable to risk? Do you have the latest monitoring and detection to protect your data?

Your vCIO identifies IT issues **before** they cost you time and money, by conducting a network assessment, inventorying your IT systems and licenses, identifying potential risks, and tagging obsolete systems for replacement. They willl:

- Take time to understand your business and industry
- Understand your vision and provide solutions
- Solve problems and ease pain points, proactively seeking solutions that keep your organization ahead of the competition
- Demonstrate business acumen and a commitment to delivering customized solutions that align with your business goals and strategy
- Provide regular, comprehensive reviews of your infrastructure and security and follow up with strategic guidance and solutions
- Partner with you on the implementation of customized tech solutions designed to help your organization more effectively meet business objectives
- Align IT infrastructure, applications, and security to organizational needs
- Develop and execute a comprehensive tech strategy that helps you efficiently and cost-effectively meet your business objectives
- Improve the overall value and competitiveness of your organization
- Stay abreast of changes and trends in technology that can further enhance your organization

ONGOING STRATEGIC GUIDANCE

Our vCIO service is an integral piece of the managed services we provide our clients, and it comes at a fraction of the cost of hiring your own Chief Information Officer. At thinkCSC, our vCIO is a free service that is provided as part of our managed services. Your vCIO will:At thinkCSC, our vCIO services are a benefit of Managed Services. You should expect to receive from your vCIO:

- Regular, comprehensive reviews of your infrastructure and security
- Partnership on implementation of customized tech solutions designed to help your organization more effectively meet business objectives
- Strategic guidance and solutions
- Alignment of IT infrastructure, applications and security to organizational needs

PROACTIVE INSIGHTS

A CIO's job is to expose IT issues before they cost you time and money. We conduct a network assessment, inventory your IT systems and licenses, identify potential risks and tag obsolete systems for replacement.

INFORMED DECISIONS

When it comes to technology, uninformed choices often cause irreparable damage. Our team does the legwork and research for you to ensure you make IT decisions that are strategic and cost-effective.

REDUCED IT COSTS

Our vCIO understands your business and your vision for success. We'll uncover and resolve issues, simplify processes, identify ways to improve performance and make sure your infrastructure supports you in the years ahead.

Smart business leaders see the growing role IT plays in the everyday operation of their organizations and seek something more than break-fix solutions.

Tom Hastings, thinkCSC President

Consider the extraordinary cost of employing a C-level technology expert in your small business and the impact it would have on your organization if you could not cost-effectively replace the talent - or find the talent you need to begin with. Most smaller businesses can't afford to hire a CIO and bigger organizations struggle to keep top talent. The perfect solution is a vCIO - an IT expert with industry knowledge and foresight who can help you align your IT strategy with your business goals.

PARTNERING WITH THINKCSC

thinkCSC has more than 20 years of experience helping clients exceed their goals. We understand that business and technology are so intertwined that you can't be strategic about one without the other. We offer customized and bundled outsourced IT services you need to achieve your objectives; increase efficiency, productivity, and agility; cut down on IT costs; and ensure you have a competitive edge. Whether you want to outsource most or all of your infrastructure management, or if you simply want to optimize the systems already in place, thinkCSC provides personalized IT expertise that saves money and provides the manpower that ensures your infrastructure is always an asset – never a liability.

At thinkCSC, we believe that in order to achieve maximum success, regardless of the size or type of your organization, you must make IT an integral part of your overall business strategy and partner with IT professionals who not only understand how to leverage technology to their advantage but who are also committed to understanding your business goals and aligning your IT strategy to theirs. We pride ourselves on having the best business-savvy technical experts in the industry. If you would like to learn how to create an IT security strategy aligned with your organizational goals, contact thinkCSC for more information.

GET IN TOUCH
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