



**PARKWAYTECH**

(336) 310-9888  
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# Solutions & Success

## The Inside Story



## Parkway Tech's Outsourced IT Services Deliver High-Value & Low-Cost Support For This HR Firm

The staff at this HR firm understands the value of outsourcing ancillary business services — after all, it's what they do for their clients. Businesses partner with this HR firm in order to outsource their HR administration processes, from payroll to employee relations.

That's why this HR outsourcing firm works with Parkway Tech. Doing so gets them the IT resources and expertise they need at a fraction of what it would cost for them to manage it internally.

With 40 employees, this HR firm could consider trying to oversee their IT in-house, but as their CIO reports, they simply can't beat the economy of scale offered by Parkway Tech. Whether considering IT assets like cybersecurity solutions, or the prospect of hiring IT staff, this HR firm can't compete with what Parkway Tech offers at a simple monthly rate.



## Parkway Tech Gives This HR Firm Access To Enterprise-Level Cybersecurity Resources

“There’s been a lot of cybersecurity and ransomware activity recently, so we needed a better endpoint protection system,” says the CIO of this HR firm.

Cybersecurity is a top priority for this HR firm. They know they can’t rely on small business solutions without risking a data breach or critical disruption to their continuity. Unfortunately, investing in the solutions they need independently would be inordinately expensive.

That’s one of the reasons they work with Parkway Tech — doing so allows them to benefit from Parkway Tech’s volume discount for cybersecurity solutions and other IT assets. Furthermore, Parkway Tech has already done all the hard work of vetting solutions and finding the best option.

“With Parkway Tech, I can achieve what I need at a lower price than if I went out and wrote my own contract,” says the CIO of this HR firm.

# Parkway Tech Delivers Access To The Expertise This HR Firm Needs

Companies that manage their IT internally may value the control and oversight they have in that arrangement, but the expenses can quickly add up. Furthermore, if anything happens with that internal staff, it's up to them to fix the problem.

"My chance of finding one person that has the breadth and depth of the broad skills necessary to support all the pieces that I want to work within my company is pretty limited," says the CIO of this HR firm. "If I do get that one person, and that person quits or gets sick, then I've overleveraged myself to one resource."

That's why businesses like this HR firm choose to outsource with Parkway Tech. When you outsource your IT support, you don't have to pay the following costs:

- ✔ **Employee Expenses:** An in-house IT team can cost a lot to have on staff. To be effective, IT service and support require up-to-date skills and expertise.
- ✔ **Benefits, Sick Leave, Vacation Costs:** There are additional expenses on top of the salary to consider. For example, holidays, and the coverage while your network administrator is away. When you consider all of this, just one IT staff member can cost even more than a standard salary.
- ✔ **Ongoing Training and Certifications:** With cybercrime and other threats to your business, you must ensure your IT staff is trained on the latest cybersecurity tactics. In addition, software, hardware, and cloud solutions are constantly evolving.

To provide the most cost-effective IT solutions, your IT personnel should attend vendor training and stay up on certifications that expire. These training and certification expenses can really mount up and may involve travel expenses as well.



By partnering with Parkway Tech, this HR firm doesn't need to invest the time or money in managing an internal team. For a monthly rate, this HR firm gets a complete IT team, without having to worry about training or managing them.

"With Parkway Tech, I have an entire team at my disposal, plus backup," says the CIO of this HR firm.

This HR firm works with Parkway Tech for the same reason their clients work with them: it gives them the freedom to focus on their work, and trust that Parkway Tech is handling their IT for them.



*You get to focus on your core business, and you get a professional to work on behalf of you to focus on the other parts*

- CIO of this HR firm



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