

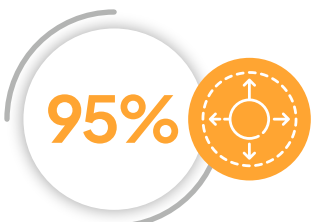
The Power of an Ally

In our recently commissioned Total Economic Impact™ (TEI) report, Forrester Consulting investigated the impacts of a managed service partnership on business costs, operations and outcomes. Findings indicate that having a trusted IT infrastructure ally overwhelmingly helps future-focused organizations drive digital transformation by connecting them with better people who know how to harness better technologies that lead to better outcomes.



Better. Faster.

Speed is the new business currency—and it increases exponentially when an organization can lean into its strengths and leverage a partner’s expertise for non-core competencies. Of the surveyed IT executives currently working with a Managed Service Provider (MSP) or Cloud Service Provider (CSP):



agree or strongly agree that their business can take advantage of more growth opportunities.

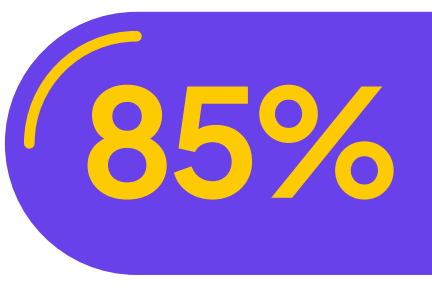


agree or strongly agree that their business has grown at a higher rate since investing with an MSP.

According to one IT executive, the processing capacity added by their MSP partner “allows me to sell to more customers because we don’t have the limitation in growth.”



Defeating distraction



of IT executives working with an MSP agree or strongly agree with the statement:

“Our business’ employees are more productive due to our investments in an MSP.”

A “Great Resignation” game changer

3 in 4

IT executives surveyed said they are planning—or have already started—to counter the talent scarcity and higher costs resulting from the Great Resignation by improving employee experience and retention. For these organizations, an MSP partnership has proven a powerful strategic ally.



88% agreed they have become a more competitive, sought-after employer by modernizing technology.

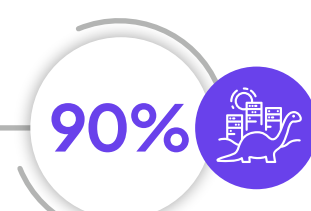
86% reduced the need to fill positions for cloud or mainframe developers and others.

83% improved employee retention through better technology and technology services.

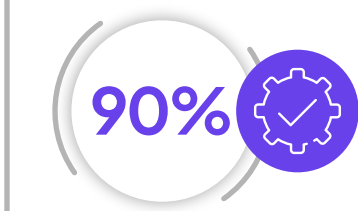
Survey says: An ally delivers for IT executives



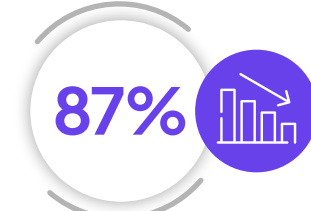
agree or strongly agree that their MSP partnership provided IT with a more cohesive vision across the organization’s technologies.



realized efficiencies by consolidating and/or replacing systems.



increased reliability, availability, and mean time to repair.



experienced a reduction in their systems’ operational downtime.



Other reported benefits:

- “Strategic value”
- “More time to be creative and stay in the flow”
- “Right-sized resources where needed”
- “Be a sought-after employer with modernization”



Looking to secure an ally for better outcomes in your organization? Visit ensonno.com or call 866.880.8611 to speak with an Ensono expert today.