

## Private & Family-Owned Businesses



### INDUSTRY PROFILE

Family and privately held businesses make up more than 40% of the US economy and create two-thirds of net new jobs while driving innovation and competitiveness according to the SBA. Technology innovation is increasingly key for these businesses to remain competitive and grow in today's global economy.

### OUR FOCUS

Stringfellow focuses on businesses that are generating \$5M-\$500M in revenue and have multiple locations. These businesses are generally founder led or closely held with active shareholders. They are actively growing by opening additional facilities or acquiring competitors. Stringfellow partners with these businesses to provide tangible increases in productivity, security, and profitability as they scale.

### CHALLENGES

- Opening additional offices or performing acquisitions successfully requires a solid technology platform
- 80% of IT budgets go to maintaining the status quo, not innovating or making end users more productive
- Internal IT functions cost 30% more than and deliver less value than a technology partner

### RESULTS

- Top 100 insurance broker in US was able to double the size of their team, open 8 new offices, and provide a great onboarding experience for new team members. Client attributed their partnership with Stringfellow as a key reason their expansion plans were successful.
- A family owned agency shifted from on-premise servers to cloud-based infrastructure, shifting IT spend to match their actual utilization and reducing ongoing fixed costs to less than 5% of overall IT spend. This also enabled the Client to grow with predictable IT costs and removed large one-time purchases.
- Large manufacturing operation experiencing significant growth, reduced internal IT staff from four to zero, while shifting from on-premise servers to cloud services, and increasing end user security and productivity. Subsequent gains in productivity and cost savings have generated record profits for Client on an ongoing basis.

## SOLUTIONS

### Intelligent Technology Roadmap

We transform our Clients' ability to conduct business using our Intelligent Technology Roadmaps. These Roadmaps are based on years of experience helping our Clients stay connected, productive, and secure. Rapid alignment and support of business goals unlocks maximum competitive advantage in a short time frame. These Roadmaps guide all our decisions and are based on a 12-month planning cycle. More than a budget, this is a way to accelerate your business.

### Microsoft Cloud Solutions: Moving from Servers to Services

Since 2005 Stringfellow has utilized Microsoft Cloud Solutions across all our Clients. Today Microsoft 365 is far more than email, it is the central platform for all your collaboration, security, and data needs. Stringfellow has performed hundreds of migrations and implementations for our Clients with zero downtime or data loss. Microsoft Teams, SharePoint, OneDrive, and Exchange Online are all essential to getting the most productivity from your distributed workforce.

Microsoft Azure is central to our Servers-to-Services strategy. Physical servers need to go away and be replaced by flexible cloud-based instances. Stringfellow has the expertise to take even the most stubborn server-based applications and get them moved to the Azure cloud. Your end users and budget will thank us!

### Managed IT Services

Stringfellow's Managed IT Services is the backbone of our Client partnership. No more experimenting or wasting time figuring out what will work together. The hardware, software, and services in our Managed IT Services platform will keep your end users productive and secure from anywhere.

Our fast, friendly, and flexible Service Desk team provides help desk, after hours, and onsite assistance so end users are always getting the most out of their technology. We are only a call or click away! Our dedicated workstation deployment group makes sure that your team members have the equipment they need to get work done, anywhere, anytime in the US.

If you are part of a family or privately held business that wants to understand how technology can take your productivity and profits to the next level, we welcome the opportunity to learn more about your business.