

Managed IT Improves Results and Lowers Costs

The relationship between RIAs and Information Technology (IT) can often be described as a love-hate relationship. You rely heavily on technology to help your firm run efficiently, but IT is not one of your core competencies. Just keeping your systems running can be a major undertaking that distracts you from important business activities.

The Costs of Hiring

It's important to understand the cost of hiring a full time Network Administrator. According to Robert Half Technology, the salary range in 2014 for a Network Administrator in Chicago is \$68,572 to \$101,782 per year. This does not include benefits, training, outside consulting, bonuses and other employee related expenses. Most organizations factor an additional 30% for those extras and this

brings the true cost of a full time Network Administrator in Chicago in the range of \$89,377 to \$132,316 per year. If you simply took the average cost of a full time Network Administrator that would be \$110,846 per year or \$9,237 per month.

Compare that to RIA WorkSpace's flat monthly fee service plans and you'll realize significant cost savings. By partnering with RIA WorkSpace you get dramatically improved IT support at substantial cost savings.

\$9,200 Average monthly cost of a Network Administrator in Chicago

\$3,000-6,000 Monthly cost of Inhouse CIO's service plans

Monthly Savings

\$3,200-6,200

Annual Savings

\$38,400-74,400

The Drawbacks of Hiring Full Time IT Staff

It is nearly impossible to have one Network Administrator be proficient in everything needed to maintain even the smallest computer environments. The ideal Network Administrator needs a mix of different skills and experience. You actually need fractions of different people and no one person has all these skills at an affordable salary.

Comparing the Costs

	Full Time Network Administrator	RIA WorkSpace
Cost	Salary, payroll, taxes, insurance benefits, retirement plan, vacation, sick time, network monitoring tools, education and ongoing training.	Flat monthly fee
Available resources	One person	A team of experienced and certified professionals
Experience	Limited to what they learned working for you and their last employer. Often lack broader technology perspective	Broad backgrounds and a wide range of experience
Systems, processes and people	New employees are often unproven; systems and processes often non-existent	Proven systems, processes and people
Scalability options	None	Excellent
Impact of employee turnover	Start from scratch with a new employee	Other team members are already familiar with the network

When you hire a single person you'll either get a really good management level person or a really good hands on person. It's extremely rare to find someone that is good at both and can provide you with an IT strategy to open a regional office and at the same time crawl under someone's desk to fix a physical connectivity issue. To top that, many Network Administrators leave their current company because they are either bored or can gain more experience or a higher salary at a larger company. For most RIAs with 20 to 200 employees it doesn't make sense to have full time IT staff. Savvy RIAs choose managed IT maintenance and support giving them easy access to high-caliber IT support that they would typically not be able to afford.

Hiring RIA WorkSpace

Businesses that choose managed IT support generally enjoy more stable systems, lower maintenance costs, more uptime and less worry. Under RIA WorkSpace's model you get a dedicated team of three people and additional resources such as help desk, synergy of other teams and other clients. As an example, it's not uncommon for internal IT staff to take several months on projects that RIA WorkSpace would complete within days or weeks.

It comes down to the simple concept that when you hire a person, you get the best of that person. When you hire RIA WorkSpace, you get the best of a team and many other resources.

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