



Top Technology
Service Things You
Can Do To Save Your
Company Money
Right Now!



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WHEN WAS THE LAST TIME YOU
DID A SELF EXAMINATION?

Use More Of What You Have Already Purchased



Many companies have bought into ecosystem products that contain applications they are not yet using

Examples:

- Microsoft Teams
- Microsoft SharePoint



Is now a great time to engage employees in a pivot to new technology?



ACTION ITEM



Ask your Technology Broker to review your current environment to see if you have purchased services that you have not deployed.

ARE YOU READY FOR
A NEW RELATIONSHIP?

Replace Existing Services With New Technology



New technology service is often less expensive and more efficient.



You should ask yourself if there is technology you are using that can be replaced with a more current, less expensive alternative.

Examples:

- MPLS
- SD-WAN



ACTION ITEM



Ask your Technology Broker to review your current services to see if there are lower-cost alternatives you should be considering.

ARE YOU READY TO
RENEW YOUR VOWS?

Renew Your Technology Services Early



Many companies allow you to renew your technology services.



Often, within six months of expiration, service providers will let companies renew for a new multiyear term and current rates.

The answer may be 'NO', but you won't know unless you ask.



ACTION ITEM



Ask your Technology Broker to review your technology service contracts to see if you are less than a year on any and have them contact the providers to see if an early renewal is an option.

IS IT TIME TO GO OUTSIDE
AND LOOK AROUND?

Outsource Neglected Support Areas



Hire temporary contractors to fill voids or to augment staff.



Look at replacing departing employees with outsource options.

The key is to keep control of both cost and your business.



ACTION ITEM



Review your ideas with your Technology Broker where outsourcing might make sense. Have them present options in those areas.

CAN WE CHECK OUT THE BUFFETS?

Consolidate Technology Services Into One Or More Ecosystem(s)



If you have not already, look for technology ecosystems that offer multiple products from a single service provider.



Look long term because you are deciding on multiple products at one time.

Often products work well with each other adding productivity benefits to the financial benefits.



ACTION ITEM



Schedule time with your Technology Broker to review possible ecosystem and sub-ecosystem options. Bundled services may also make sense to review.

LET'S GO WINDOW SHOPPING!

Review Current Promotions From Service Providers



Many service providers have quarterly promotions.



Review your needs versus
your contract
commitments.

Make a list and start
shopping.



ACTION ITEM



Schedule your Technology Broker to review current
service provider promotions that may be applicable
to your business needs.

WHAT IS YOUR ATTITUDE
TOWARD ALTITUDE?

Migrate Your Premises- Based Services To The Cloud



Review your current environment for items that can be virtualized and leveraged via a hosted service provider.



It may be time to change out brands and support companies.

Remember to look at redundant connectivity when moving services to the cloud.



ACTION ITEM



Ask your Technology Broker if your remaining premises-based solutions can be virtualized. This includes phone service, infrastructure, and applications.

ARE YOUR
TURN SIGNALS WORKING?

Pivot Unused Resources To New Areas Of Value



Review your human and equipment resources to determine unused or underutilized risk.



Collaborate internally to determine how to pivot these resources into new, more profitable areas.



ACTION ITEM



After you create your pivot plan, share it with your Technology Broker and ask if there are technology services that are needed to support or accelerate this pivot.

CAN YOU FUND YOUR OWN
SKUNK WORKS?

Leverage And Invest During Slow Periods To Fully Develop New Competitive Advantages



Determine a roadmap for developing competitive advantages.



Make the investments needed in research, development, and deployment.

Spring into action when the timing is right with a fully developed advantage.



ACTION ITEM



Obtain a Non-Disclosure Agreement (NDA) from everyone before you share any detail of competitive advantages (including your Technology Broker). Often your Broker will have technology that will support and accelerate your new plan. Contact them to find out.

DON'T MESS WITH ME.
I'VE GOT ROBOTS!

Leverage Artificial Intelligence and Automation Solutions



Bring the robots in to work the hours people can't or won't. They can answer phones, chat with customers, automate tasks, and report on activities at a deeper level.



If you are thinking the robots are cheaper than humans, consider the intangible benefits humans bring.

Cheaper is not always better.

Test before full implementation.

Robots also make good companions so look for areas they can augment.



ACTION ITEM



Invite your Technology Broker to share the latest A.I., machine learning, and automation solutions. Then make an informed decision about using these technologies to better your business.

WE WILL BE BACK AT 2:00 PM...
THREE MONTHS FROM NOW.

Ask Your Current Service Provider If They Offer A Suspension Of Services



If your business is now, or will be soon, suffering a temporary downturn, don't turn off services without exploring all your options.



Avoid reconnection and installation fees (and wait times) by asking your service provider if they offer low-cost or no-cost service suspension for short term periods.



ACTION ITEM



If you bought the service from your Technology Broker, engage them to contact the service provider about options. The answer may be 'NO', but it is worth asking.



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Next Steps

Contact:

Your Technology Services Broker

www.coretechbrokers.com