



# The Difference Between an IT Department and an IT Partner

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Technology problems happen, but that doesn't mean that you have to limit your solutions to just those provided by an expensive internal IT department...with Troinet, you gain an IT partner.

## **What's the Appeal of an Internal IT Department? ... Really, it's Just the Convenience at a High Cost**

Most people decide to hire an IT department so that when problems arise, they have the convenience of fixing problems whenever they come up "quickly." All the while, you have to pay each person their salary, averaging at \$80,000, plus employee benefits, their 401k, vacation time and sick days. Having an internal IT department may sound like the safest and most efficient way to get your technology problems solved fast, but in reality you are spending much more than necessary, because you are employing the break/fix method. With

Troinet, we keep your technology running so that it never breaks in the first place, saving you from paying an internal IT department large amounts to fix your technology after it breaks.

## **The Biggest Difference is the Business Experience**

At Troinet, we know much more than just technology. We are a business, just like yours and we know the ins and outs of making a business successful, efficient and profitable. We make this possible by utilizing technology. We are CEOs, highly certified technicians and professionals – we understand what it takes to help your business reach its goals. We know how to tie the business challenges you face into solutions, so that your business is always running optimally. We bring our experience in the IT world to help you manage and maintain your technology so that you can focus on what's most important – your business' success.

## **Instead of Benefiting From Your Business Pain, We Share in Your Success**

The greatest part about having Troinet as your IT partner is that when your business is successful, so are we. We offer you the guidance you need to make your technology work for your business. When you suffer from downtime due to technology, we suffer as well. When you use an internal IT department, they benefit from every hour your technology isn't functioning properly – in other words, they gain from your business pain. When you have an IT partner, you're on a team that works

together toward success. When you want to sell your business, open more locations or go on vacation, we're here to help make it happen. As your company grows, so does Troinet.

### **As Your IT Partner, We Build You a Roadmap with Endless Possibilities**

Troinet will help your company create a technology plan to help you optimize your business workflows and reach your goals through the use of technology. We find out what your business goals are, what your plans for the future are and what makes your business successful so that we can help you tailor technology to your specific needs. With Troinet, there are endless possibilities for your business to grow and become even more successful. Our technology roadmap will lead you to greater profitability, efficiency and less stress at work.



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