



ServiceScaller

BUDGET TIME

Get ready for 2020

The start of the calendar year is generally a time in which many businesses will complete their budgets for the year ahead, and will include the requirement to review or update the IT budget for the coming year.

Without a dedicated IT department or IT manager, defining IT budgets and projected expenditures can be difficult, and it has subsequently become common place to simply “Copy/Paste” last year’s budget.

The rise of modern IT expenditure models has enabled this to be an acceptable and workable arrangement, and has taken the stress out of budgeting for IT requirements each year.



A man with a beard and glasses, wearing a white shirt, is looking at a computer monitor. The monitor displays a financial chart with multiple colored lines (red, green, blue) and a purple trend line. The background is a blurred office setting. The right side of the image has a red overlay with white text.

EXPENDITURE

Modern IT Expenditure Models

To address the limited budget availability for technology expenditure, many technology vendors are increasingly offering their products and services either “As-A-Service”, or on amortised payment schedules, avoiding the requirement for business to make large capital purchases potentially exceeding defined budgets for the year of the technology acquisition.

This has created a landscape where it has become much simpler to predict the budget requirements for the year ahead, as businesses now know that their costs are generally fixed, per month, for their entire technology stack and its support.



COMPLACENCY

Understanding The Complacency Effect

An unexpected consequence of the simplification of IT expenditure modelling is that it has created complacency in IT budgeting, leaving limited room for innovation and high value technology investment.

What this means for budget owners is that the IT budget becomes a cost centre for the business, which only delivers the bare minimum for the annual investment. For most businesses, the effect is not felt at a day-to-day level, assuming the technology delivers on the minimum requirements for smooth and functional operation of the business.

Without review, are you missing out on the opportunity to do MORE with your technology budget?





DELIVER MORE

Deliver More, Without Changing Budget

Can you deliver higher value technology to your firm without changing your IT budget? You can with ServiceScaler.

At ServiceScaler, we have helped our clients maximise their IT expenditure by providing them with our exclusive “Hybrid” service agreements, separating fixed cost IT operational needs and on-demand service requirements.

This has equated to IT service cost reductions of over 50% for our clients, freeing budget for investment in high value technology acquisition to improve firm productivity and performance, while maintaining secure and responsive IT systems.

Read our Case Study below.



CASE STUDY

Cost Reduction Enables Major Upgrade

Our client was an established law firm with twenty staff, running onsite servers and infrastructure for their Practice Management System, LexisNexis Affinity.

Historically, they had been paying \$1,500 per month for a managed IT service agreement, and were happy with this arrangement. When something broke it was fixed, if they had questions they were answered, and business was good.

But they were not aware that they were paying a lot more for support than they needed to. They transitioned to ServiceScaler with no downtime or lost billable hours, and cut their support costs by two thirds.

With the realised IT budget relief, the Practice Manager was able to invest in speech recognition software, and set a strategic plan to grow the practice to further enhance the value IT provides to the business.





WHAT NOW?

Review Your Budget, Create Opportunity

Kick-start the year ahead with a review of your IT budget.

Start by breaking it down, and identify areas with scope to reduce operational expenditure for your technology requirements.

Pursue avenues to complete your IT expenditure reduction, and create budget availability.

Engage the vendor landscape to identify high value offerings, particularly related to productivity enhancement, simplification and automation of business processes, or enhancement to your clients experience.

For assistance in execution of this plan, ServiceScaler are here to help. Contact Us today to discover how we can help you to create the firm of the future.





For more information, click
Contact Us below

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