



Say goodbye to fixed fee IT services

In today's digital world, IT expenses can total up to 2-5% of a company's revenue.

With much of the industry working off of a fixed price model for IT services, even a small hit to revenue results in IT spending that quickly spins out of control with little ability to adjust.

Most GCS clients have variable revenues, so our pricing model provides elasticity to stretch or contract based on our customers' financial and IT needs.

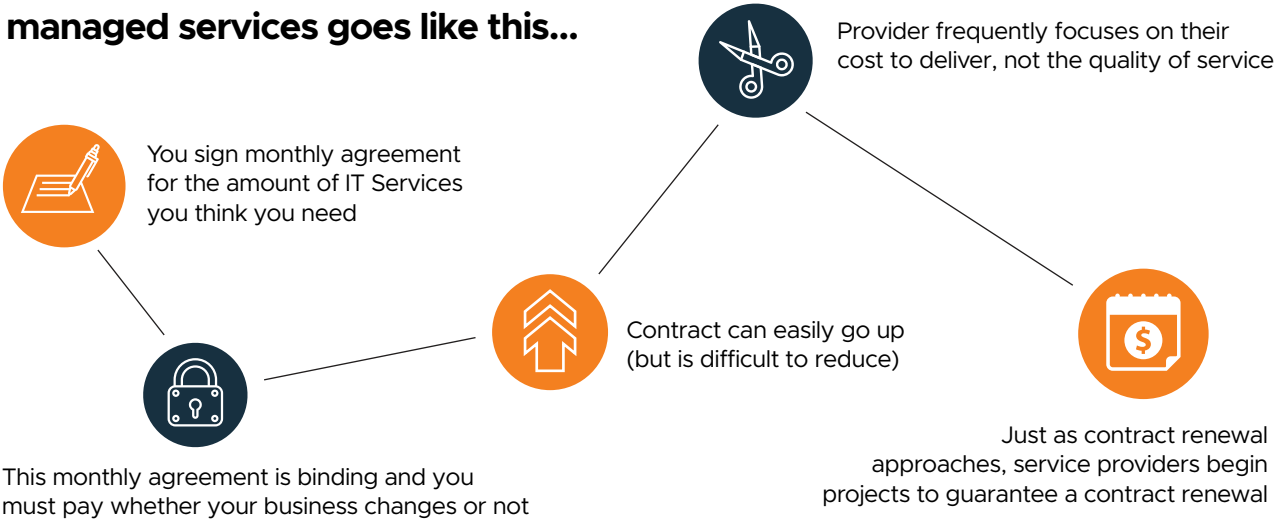
**GCS' NO-TERM-CONTRACT PRICING
PUTS OUR CUSTOMERS IN CONTROL**
and allows us to earn the business each and every day.

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Where **IT** Gets Done.

Fixed vs Flexible

The traditional model for fixed fee IT managed services goes like this...



GCS puts the power in our customers' hands by providing turnkey, on-demand IT services without long term contracts

The GCS model allows customers to continually adjust IT expenses to meet the needs of the business...



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GCS supports both the IT and financial goals of our customers.
www.gcstechnologies.com

We believe that if we consistently meet customer expectations, we do not need to lock in long-term contracts.

We always work from pre-determined pricing, but our agreement is mutually “at will”. In other words, GCS does not require a term agreement. Additionally, we accept that all businesses experience organic growth and the occasional contraction.

For example, during the current quarantine caused by COVID-19 GCS quickly scaled down cloud and IT services and costs for affected customers, reducing IT spend dramatically. As those customers return to business their IT costs will scale directly with their shifting budgets.

Our pricing proposal provides budgetary monthly pricing for the “must-haves”, like proactive monitoring, patch management, and security vulnerability or threat management. These are systematic requirements which are invoiced monthly.

End-user support is variable and you only pay for what you consume. Most IT providers lock their clients into long term agreements with rigid fixed monthly charges based on employee count, whether you need them or not. They are only flexible as long as your business is growing, and your staff is utilizing end-user support.

But what happens if you need to close a location or reduce staff headcount? Will your MSP allow you to downscale?

ondemand

At GCS, our recipe for end-user support is clear cut. You pay based only on need, consumption, and budget. Variable user support is determined on an hourly rate.

teampay

In the spirit of team play, every account at GCS is account managed via a regular communication cadence. This allows GCS to provide budgetary proposals, provide proactive response and guidance, and most importantly to ensure client satisfaction. For most of our clients, basic Account Management is enough.

vCIO

Some of our clients require more strategic leadership and consultation, for which GCS provides virtual CIO services. These services can be used for strategic technology or business initiatives where senior level IT leadership is valued. vCIO services can be purchased monthly, hourly, or via a bundled retainer.

GCS engineers are able to provide a variety of services to ensure that they are a one-stop shop for most organizations.



- **Cloud**
Assessments, Migration Services, Hybrid Cloud
- **Data Center**
Management, Maintenance, Uptime
- **Security**
Hardening, Monitoring, Backup And Recovery
- **Infrastructure**
Virtualization, Networking, Help Desk

Proactive Monitoring

A fully managed, proactive monitoring service designed to help keep your critical IT infrastructure up and running.

Patch Management

Comprehensive patch management as a service, designed to help keep critical systems up to date, compliant, and prepared for the threats of today and tomorrow.

Vulnerability and Threat Management

Our program takes a risk-based approach to managing security. We perform scheduled scans and use good threat intelligence to help make informed decisions for your business.

Ongoing Support

Our Managed Help Desk supports organizations with Tier 1 to 3 services that scale to meet your ongoing and dynamic IT requirements.

Custom Projects

Implement IT projects with experts who can augment or execute projects in parallel with existing IT teams. GCS provides turnkey planning, configuration and installation services that are designed for hand off to internal IT or outsourced partners upon completion.

Consulting Services

Plan and execute an IT strategy with CIO-level expertise as a service. Acting as on-demand IT leadership, GCS provides objective technical expertise to align cost-effectiveness, performance and risk mitigation with your resources and goals.

Whether it is a short-term project or a longer-term relationship, GCS easily scales to deliver IT at the level your business needs.

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Where **IT** Gets Done.

Over the past 20 years GCS has served a range of industries including:

- Financial Services & Banking
- Government, Education & Healthcare
- Construction & Manufacturing
- Non-Profit, Retail & Technology
- Legal, Consulting & Professional Svcs
- Architecture & Engineering

Flexible. Knowledgeable. Reputable.

GCS Customers

GCS has maintained a 94% customer satisfaction rate across more than 1300 customers.

These are just a few of the many examples of GCS delivering results through complicated and mission critical projects.

Company: Urology Austin

Challenge: Navigating a Major Acquisition

When Urology Austin acquired 'The Urology Team' they were looking at increasing overall capacity by nearly 35%.

This involved not only integrating the EMR and Practice Management systems but also creating a new call center to service the existing eight clinics plus the three newly acquired clinics.

GCS assisted with the technical due diligence required to estimate integration costs (as a negotiating point during the purchase) and also implemented all necessary changes including new network architecture for the entire firm, new HIPPA required encryption and security procedures as well as onboarding over 50 new staff without disrupting clinical care. This acquisition integration has been repeated many times with smaller firms in rural areas to make Urology Austin the premier urological care provider in Central

GCS has been a valued partner to me for nearly a decade. They are always very responsive, knowledgeable, and provide professional support when I need their help. Their understanding of HIPPA and security compliance provides me with confidence when they propose solutions, or log into my network.

Fabian Martinez, Chief Technology Officer
People's Community Clinic

GCS has been a great partner for us over the years, through infrastructure upgrades, clinic expansions, and just being there for help desk support when we really need them. Their team is very knowledgeable and always willing to help!

Anuj Patel, Director Of Operations
Westlake Dermatology

GCS has provided expert guidance and support for our firm and has helped us stay on track throughout various IT initiatives. They have a great team and are always responsive and easy to work with.

Gaurav Singla, Chief Executive Officer,
Remote Operations

Company: Independence Title

Challenge: Migrating Email Services with Countless Integration Points

As one of the largest Title companies in Texas, Independence Title needed to migrate their email services from a private datacenter Exchange deployment to Office 365.

Migrating 550+ mailboxes is a challenge... but migrating over 50+ integration points including local scanning, document management and electronic faxing is equivalent to moving a mountain.

GCS also drastically expanded security by implementing Single-Sign-On (SSO), multi-factor authentication (MFA) and global network monitoring and Wi-Fi management to enable Independence Title to continue to grow to over 65 branch offices today.

Contact flex@gcstechnologies.com to begin controlling your IT expenses.

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