

—
“Let’s End the
Attempts at IT &
Do It”

Ray Stasieczko



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Niccolo
Machiavelli



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The Intro Questions Asked For Ten Years

- Who is delivering IT services now?
- Who plans on delivering IT Services in the future?
- My Questions**
- Who can attest to a successful IT service deliverable?
- Who wants to position themselves to answer my first question?

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What is holding IT Back?



- Over confidence that your past successes are transferable in creating new successes.
A lack of fear in failing based on a fallback mentality.
- Aligning with consultants or organizations who benefit by dealers dabbling in IT. Over working with organizations obsessed with your success.
- Attempting to build IT business as an add on to the print deliverable.
- Not clearly defining the deliverable
- Managerial led over entrepreneurial leadership
remember managers read the maps draw by entrepreneurs.



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IT is very possible

	2015	2017	2019	2021
Topline	3,641,117	4,989,450	6,536,730	10,800,000
MRR (December)	156,215	237,583	352,697	655,000
Clients (December)	51	62	83	78
Average MRR/Client	3,063	3,832	4,249	8,397
Payroll for service only	620,338	659,811	1,708,145	3,100,000
	17.0%	13.2%	26.1%	28.7%


50%
32%

Top 15 clients = \$439,938 MRR (70% total MRR)

- DOES NOT INCLUDE the new \$36k for CMC.
- Smallest account on that list bills \$10,451 per month
- Average of these is \$27,497 per month

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3 way's to begin



Buy

Partner

Build

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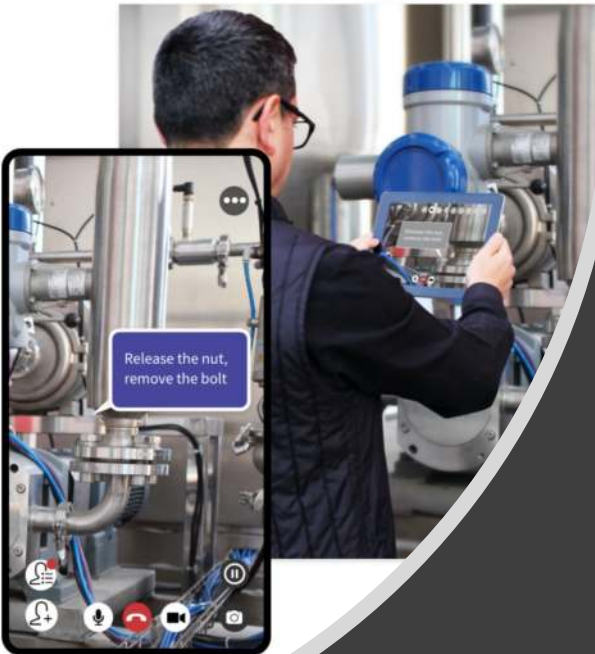
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Playing to Win! It's not Cheap

Total Raw Wages - All Employees	\$ 3,803,089.56
Average Raw Wages - All Employees	\$ 80,916.80
Total Raw Wages - Technical Employees	\$ 2,102,413.96
Average Raw Wages - Technical Employees	\$ 65,700.44
Total Raw Wages - Project Employees	\$ 282,491.20
Average Raw Wages - Project Employees	\$ 94,163.73
Total Raw Wages - Sales Employees	\$ 491,234.80
Average Raw Wages - Sales Employees	\$ 98,246.96
Total Raw Wages - Advisory Services Employees	\$ 467,300.00
Average Raw Wages - Advisory Services Employees	\$ 93,460.00
Total Raw Wages - Administrative Employees	\$ 459,649.60
Average Raw Wages - Administrative Employees	\$ 76,608.27



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The New Relevance
will quickly seize
ground in the
Landscape of Status
Quo

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Ray's Café

Ray's Cafe, Milton Bartley shares the path to Managed IT Services

Milton Bartley CEO ImageQuest LLC

RAY'S CAFE, MILTON BARTLEY SHARES THE PATH TO MANAGED IT SERVICES

My members only forum,
endofthedaywithray.com

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Status Quo is the Killer of all that will be Invented

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