



Better for Less IT Contractors

Are you getting good value from your existing IT contractors?

Focus on the Business not the System

Many organisations have the classic problem of maintaining the interest of their operational IT staff. This combined with the need to increase staffing capacity for short term projects has meant that many have turned to short term contractors to fill these resource constraints. However, this presents several new issues:

- Increased cost of paying high contractor day rates – typically £400 - £800 per day
- No long term business value:
 - Lack of documentation, it's not in the contractor's interest to document..!
 - No formal service is delivered to the client's business; contractors provide no guaranteed service level
 - No escalation/ vendor support when required
 - No investment in the big picture – there is no service improvement plan
- No holiday or sickness cover for when the contractor is not onsite
- Increased management overhead

BSG have successfully implemented a number of operational IT managed services that replace the need for contractors:

- BSG will reduce you monthly support costs by up to 30%
- BSG will provide a 24/7/365 service (not a 9-5pm with no holiday or sickness cover)
- BSG will define and align IT services to meet the business requirements
- BSG provide guaranteed service levels, we will only get paid if we deliver
- BSG will integrate our clients into award winning ITIL based processes underpinned with detailed documentation
- BSG will remove the need for any management overhead



Clients include:

- **Ansbacher:** The specialist private bank saved 30% a month on contractor fees within two weeks of engaging BSG. BSG now provide a scalable service level driven managed network service for their business.



- **Charles Stanley Stockbrokers:** BSG support their core trading system far more cost effectively than Charles Stanley building and retaining an in house contract support team.



- **Morgan Sindall:** The FTSE 250 Construction Company. BSG support their core IT systems for their executive board, reducing their contract operational running costs by over 30% on a monthly basis.



Next Steps: Tel: 020 7880 8888 Email: info@bsg.co.uk Web: www.bsg.co.uk