5 Ways Cheaper Priced IT Firms Hide the True Cost of Their Services in Their Contracts

SMB Cybersecurity Checklist: How to Ensure Your Business Is Secure

Innovative Technologies Applied to Password Authentication

Say Goodbye to Messy Cables and Hello to Efficiency!

5 Ways

Cheaper Priced IT Firms Hide the True Cost of Their Services in Their Contracts

You don't like surprises, and neither do your clients. This is why you work hard to develop a transparent and fair pricing structure for your services. But cheaper-priced IT service providers don't play by these rules. Instead, they use sneaky tricks in their contracts that may have you paying more than you originally bargained for. Here are five ways cheaper-priced IT firms hide the true costs of their services.

1. Hidden Fees and Charges

Hidden fees and charges are a common tactic used by cheap IT firms. These hidden costs can add up to hundreds of dollars per month, and most clients don't even realize what they're paying for until it's too late.

Examples of these fees include:

- Setup fees: Charging extra for configuring your network, hardware, or other tech products in your office.
- Onboarding fees: Imposing fees for training your employees on new software and systems.
- Maintenance fees: Billing you for ongoing services, such as antivirus software or backup solutions, even after the initial installation.
- Hardware costs: Requiring you to buy hardware from them or charging a fee for using your own equipment.

2. Lack of Pricing Transparency

Hand in hand with hidden fees, some companies have a habit of making it nearly impossible for customers to know exactly what they're signing up for. When entering into a contract with an IT company, it's essential to carefully read the terms and conditions and ensure you understand all costs and fees associated with the services being provided.

Watch for any mention of the following:

- Support fees: Extra charges for technical support, particularly outside regular business hours.
- Service Level Agreement (SLA) fees: Premium fees for guaranteed response times or uptime.
- Additional user fees: Charges for adding extra users to the system.
- Overage fees: Additional fees for exceeding your plan's usage limits.

Innovative Technologies Applied to Password Authentication

For a company holding sensitive information, there is a lot at stake. It's essential to familiarize ourselves with the technologies surrounding password authentication. That way, you enhance security, minimize vulnerabilities, and offer a better experience to customers.

Biometrics

By leveraging unique physical traits like fingerprints, facial features, and voice patterns, biometric authentication provides a higher level of security compared to traditional methods. Plus, users no longer have to remember complex passwords — meaning biometrics also simplifies the password authentication process.

The National Institute of Standards and Technology (NIST) agrees that biometric authentication is a cost-effective and robust measure for enhanced security.

Blockchain Technology

Think of blockchain as a digital notebook that keeps a highly secure record of information. This technology uses something called "private keys," which are just like keys in real-life. They're a 100% unique digital signature only the owner can access.

Artificial Intelligence

AI poses a dilemma. It can massively hurt and help password authentication simultaneously. On the positive side, it's like having a genius personal assistant that can learn and adapt to different situations.

AI can analyze how someone types, moves their mouse or interacts with a website to determine if it's really them. Additionally, AI can help build the strongest passwords possible, whether it's building solid biometric identification software or providing password requirements.

Lastly, this new advent of AI is like the emergence of the internet. You should aim to be a part of it. Those who ignore it will fall behind, and the businesses that use it will stay ahead. And in password authentication, AI will help keep your data safe.

SMB CYBERSECURITY CHECKLIST:
How to Ensure Your Business Is Secure

With so many different cybersecurity solutions available, it can be challenging to know which ones are right for your business. That's why we've put together this SMB Cybersecurity Checklist to help you ensure that your business is secure.

But what if you already have a cybersecurity provider in place? Even if you are already working with a provider, it's important to make sure that they are doing everything necessary to keep your business secure. You can use this checklist to evaluate your current provider and ensure that they are providing the level of service and protection that your business needs.

- ✓ Conduct a security assessment.
- ✓ Provide a risk management plan.
- ✓ Implement multi-layered security measures.
- ✓ Provide regular security updates and patches.
- ✓ Use strong passwords and two-factor authentication.
- ✓ Conduct regular security awareness training.
- ✓ Implement access controls.
- ✓ Backup important data.
- ✓ Monitor network activity.
- ✓ Develop an incident response plan.

Say Goodbye to Messy Cables and Hello to Efficiency!

Let our structured cabling system solve your "unsolvable" and improve:

- Efficiency
- Network Stability
- Fire Safety
- Professional Appearance

Ready to optimize your network infrastructure? Contact us today at 815-788-6041 to schedule a consultation with our experts.

■ *Cheaper IT Firms* continued...

3. Limitations On Services

Some IT firms have limitations on services, such as the number of technicians they can provide. Another common contract limitation is on the hours available to support customers during the day and night.

4. Long Term Contracts

A lot of the time, these companies will offer you a cheaper price if you agree to sign a longer contract with them. But what they don't tell you is that it will be hard for you to cancel it or switch providers.

5. Poor Quality of Services

The quality of service you get from a cheaper IT firm is not guaranteed. They may be able to offer lower prices, but this is often because they're willing to cut corners on their services, and as a result, their technicians are less experienced, or they use older, outdated equipment.

Don't Settle On Your IT Services

When choosing an IT firm, it's easy to get drawn in by a lower quote and the promise of reasonable rates. The reality is this: The costs of rectifying a poorly executed implementation or recovering from a failed disaster recovery plan are likely to far exceed your initial IT services budget. Spend a little more initially on a reliable and trusted IT service provider, and you'll be saving yourself from stress and hassle down the road.

Continue reading on our blog at goleadingit.com/blog

IN SYNC SYSTEMS
A LeadingIT Company

LeadingIT

Serving the Chicagoland area with offices in Woodstock, Downtown Chicago, and now in Manteno, IL.

WE ARE CELEBRATING

Birthdays
Christopher Hansen- July 9

Mark Seplowin - July 9th

Michael Seplowin - July 9th

Pedro Carrera - July 29th

Anniversaries
Dave Gregory - 7/22/2013