

Why Outsource Project Work to Collabrance?

Collabrance Professional Services allows managed services providers to outsource project work to our team of technical experts, helping your MSP accomplish time and resource-consuming projects without having to hire additional resources. Collabrance manages your customer projects and tasks – things we do every day – while your team is free to focus on big-picture goals. This document outlines the details and benefits of outsourcing project work to Collabrance.

1. Collabrance knows your business and technology

Collabrance team members have thousands of hours of experience and expertise across a range of tools and technologies. We already work with end customers like yours every day, providing the same services they've hired you to do. By partnering with Collabrance to manage project work on behalf of your MSP, your customers are guaranteed expert technical support in the given area of focus.

2. We'll project manage

A successful project requires effective project management. That means a dedicated resource responsible for outlining the scope of the project, overseeing a timeline, reporting on progress, and ensuring the project's objectives are met. Our goal is not to take the project over – your team will inform the scope, timeline, and objectives – but our team's project management structure will ensure the project runs smoothly and efficiently.

3. Improved IT security for your customers

Hardware and software updates are critical security measures that often get overlooked. Outdated systems don't qualify for active maintenance or security updates, exposing the customer's infrastructure to all kinds of vulnerabilities. By keeping systems and software up to date, potential security gaps are narrowed, and the customer's IT network is kept safer from potential cyber threats.

4. Generate revenue without adding headcount

Hiring, training, and retaining talent is a considerable effort, and it doesn't make sense to hire additional long-term team members for short-term work. Outsourcing gives you the flexibility to leverage an expanded team of experts only when you need them, with no long-term commitment.

5. Pricing is flexible and scales with your needs

Our technicians are tiered based on experience and technical aptitude, and project rates will differ based on the complexity of the project. Simple projects can be completed at a lower rate, while more complex projects receive a higher level of expertise at a higher rate. Our pricing is the cost to you; you are in control of your margins and how much you resell our services for.

Frequently Asked Questions

What kind of projects can Collabrance do?

The short answer: All kinds! We're willing to evaluate any project you have in mind. If something's not a good fit for us, we may be able to suggest an alternative solution.

Some of the most common projects we work on include:

- Replacement of expired/retired hardware
- Software and operating system upgrades
- Data migrations
- Server to cloud migrations
- Email migrations
- Microsoft SharePoint optimization
- Fortinet networking services – firewalls, switches, access points

Who can work with Collabrance?

Collabrance contracts with managed services providers, not end customers. Your MSP does not need to be an existing Collabrance customer or buy any other services for us to manage a project; we can work with you on a project-by-project basis. Additionally, we do not need to be managing an end customer's environment to do project work for their business.

What are the costs?

Project work fees are billed hourly, depending on the complexity of the project and tier level of support required. The tier 1 hourly rate starts at \$120.

How do I get started?

Get in touch with a member of our Collabrance sales or pre-sales engineering team to discuss your next project. We'll gather information from your team and provide a quote based on the project's scope.