



# Excalibur TECHNOLOGY

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## SAVE OVER \$188,000.00 ON I.T. SUPPORT OVER THE NEXT 5 YEARS WITH EXCALIBUR TECHNOLOGY!

Running a business these days can be very difficult. The concerns over the economy, customer satisfaction, competition, product and service development, production, distribution, pricing and a myriad of other pressing needs can be quite daunting. Add to that, the ever-changing technology to run your business and you can get downright overwhelmed.

As your company grows, you need to draw upon the expert knowledge of dedicated specialists. Now you are confronted with one of the most difficult and bottom-line sensitive decisions of your career. *“Do I expand my employee force or is there an effective alternative to getting the expertise I need without hiring expensive, untested personnel?”*

Here are other questions to ponder:

- I'm not a computer expert, so how do I know if I'm hiring the right person?
- What if the person I hire knows IT, but does not have a good work ethic?
- How long will it take me to know if my hiring decision was a good one?
- What do I do if my hiring decision was not a good one?
- Is there a limit to the knowledge of the person I would hire?
- What should I pay to get the kind of computer expert I need?
- How much will it cost to keep this person's knowledge up to date?
- Will the person I hire be able to take my company to the levels I have envisioned for it?

Let Excalibur Technology Corp. solve your problem by forming a strategic alliance with you to act as your on-call, always accessible IT expert. Don't worry about all of those issues above. Let Excalibur Technology be your solution for all of them.

Excalibur Technology will be your always available, always state-of-the-art Information Technology adviser and implementer. You need additional hardware ... Excalibur Technology will take care of it. You need to reconfigure your network to accommodate changing needs ... Excalibur Technology will take care of it. You experience a major problem because of a natural or employee created problem ... Excalibur Technology will take care of it.

These questions can be scary, but not if Excalibur Technology becomes your “employee” so to speak. Your dedicated account representative will take away your concerns about Information Technology and let you concentrate on the business you developed in the first place. Information Technology is probably not your primary business. It sure will be nice to get back to what you love!



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To help you understand the financial wisdom of hiring Excalibur Technology as your strategic partner over the long term, please review the following comparison. We are assuming that your company has subscribed to one of our non-binding Simple Service Agreements for sixteen hours per month with two additional service calls per month and one hour of telephone support per month.

### One-year comparison:

Hiring an employee:	
Annual Salary	\$ 45,000.00 per year
Benefits and Taxes	\$ 10,800.00 per year
General Overhead	\$ 1,000.00 per year
Training and subscriptions	\$ 3,000.00 per year
Total cost for first year	<b>\$ 59,800.00 per year</b>
Cost per month	<b>\$ 4,983.33 per month</b>

Hiring Excalibur Technology:	
Simple Service Contract – 16 hours	\$ 1500.00 per month
Two additional service calls	\$ 240.00 per month
Telephone Support	\$ 99.00 per month
Benefits and Taxes	<i>None</i>
Equipment	<i>Included</i>
Service agreements	<i>Included</i>
Supplies	<i>Included</i>
General Overhead	<i>None</i>
Total cost per month	<b>\$ 1,839.00 per month</b>
Total cost for first year	<b>\$ 22,068.00 per year</b>

### Five-year comparison:

Hired employee:	
Employee salary for five years	\$ 225,000.00
Benefits and Taxes	\$ 54,000.00
General Overhead	\$ 5,000.00
Training and subscriptions for five years	\$ 15,000.00
Total cost for five years	<b>\$ 299,000.00</b>

Hiring Excalibur Technology:	
Total cost for five years	<b>\$ 188,660.00</b>

Why would you want to spend an additional \$188,000.00 over five years for an employee-based IT source when Excalibur Technology can provide better services, better advice, better solutions capability, better emergency response and constant state-of-the-art knowledge *for less cost?* Plus, Excalibur Technology does not go on vacation or take sick days. The choice is yours. Our Simple Service Contract helps keep your business in business by the professionals. Excalibur Technology is ready to start at your firm today.