



700 Fox Glen
Barrington, Illinois 60010

ph: [847] 842 - 9570
fx: [847] 842 - 0190
<http://www.excaltech.com>

1180 Ponce De Leon Blvd, Bldg 601
Clearwater, Florida 33756

ph: [727] 437 - 0020
fx: [866] 615 - 3467
<http://clearwater.excaltech.com>

SAVE OVER \$287,000.00 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, increasing taxes and benefits, 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 networking or security 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 will an unemployment claim cost me 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 network 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 help me take my company to the levels I have envisioned for it through the use of technology?

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 want to reconfigure your network to accommodate changing needs ... Excalibur Technology will take care of it. You experience a major problem because of a natural disaster 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 Excaltibur 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 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

If you hire an employee, you might expect to pay:

Annual Salary:	\$ 65,000.00 per year
Benefits and Taxes:	\$ 15,795.00 per year
General Overhead:	\$ 3,500.00 per year
Training and Subscriptions:	\$ 3,928.00 per year
Total cost for first year:	\$ 88,223.00 per year
Cost per month:	\$ 7,352.00 per month

If you hire Excaltibur Technology, you might expect to pay:

Simple Service Agreement – 16 hours:	\$ 2,258.00 per month
Two additional service calls:	\$ 198.00 per month
Telephone Support:	\$ 99.00 per month
Benefits and Taxes:	None
Equipment:	Included
Service agreements:	Included
Supplies:	Included
General Overhead:	None
Total cost per month:	\$ 2,555.00 per month
Total cost for first year:	\$ 30,660.00 per year

Five-year comparison

Hiring an employee:	\$441,115.00 over five years
Hiring Excaltibur Technology:	\$153,300.00 over five years

Savings: \$287,815.00 over five years

Consider one of the most important differentiations as well – employees have no personal liability to your company. If they do a poor job and cause a critical data loss, you fire them and potentially lose your company. We come with millions of dollars of errors and omissions insurance. An employee can never bring this protection to your business. We can and do. Call us today.