



Collins Business Systems Teaches CFOs How to Manage Their Newfound IT Staff

Why Outsourcing is at the Forefront of Technology Departments

NEW CASTLE, DE — October 27, 2015 — Collins Business Systems, an industry leader in unified communications, announced today that the company has launched an awareness campaign targeting CFO's about the changing nature of purchasing, installing, and deploying IT solutions. Today's CFOs have begun to spearhead the deployment of new IT solutions within the corporate environment in addition to their traditional responsibilities. CFOs now assess information technology purchases and ensure staff levels are "right-sized." The network has evolved from a static environment that only requires a single, full-time IT manager to a dynamic environment which requires constant support of a full-suite, expert-led, outsourced IT advisory firm.

In today's environment, the underlying technology has simply become too overwhelming for one person to manage. The role of IT managers has shifted from administrative tasks, such as, downloading and installing security programs, to overseeing monthly reports generated by outsourced solution providers to verify optimal network performance. Additionally, CFOs not only need to facilitate payment arrangements in order to ensure that budgetary requirements are met, but it is now their responsibility to verify the efficiency of the network by cross-checking device performance with

the monthly reports provided by aforementioned outsourcers. Network performance must be validated and verified by external, trusted IT advisors instead of internal IT staff, who have no basis for supporting their analysis.

"In recent years, the very nature in which technology is being purchased has shifted. While most business have long relied upon a break-fix interaction, the new way of purchasing technology revolves around proactive management, predictive repairs, and reporting transparency," stated John Collins, Owner at Collins Business Systems. "With the help of Collins Business Systems, CFOs can verify the performance of their network against industry standards and gain an unobstructed view of what's really going on with their network. CFOs finally have a way to manage the technology deployment process, without needing to be overtly proficient themselves."

As a result, CFOs are able to cut down the cost of staffing IT personnel while simultaneously gaining access to a network that has more integrity, is better protected and enables all employees to do their jobs better and faster. They are accomplishing this by bringing in a team of experts from Collins Business Systems to provide constant management of the network instead of relying on a single point of potential failure.

"Demand for our services has accelerated exponentially due to the fact that we solve problems before

they occur, instead of after the problems occur. This is a far stronger motivator for business owners and CFOs than anything else," commented Mr. Collins. "In an increasingly complex, cloud computing world, CFOs are opting to have their network and IT security, managed not by an individual staff member with a debatable level of skill but a team of dedicated experts who are implementing the most elite software tools available. This is by far the most intelligent decision."

ABOUT COLLINS BUSINESS SYSTEMS

Founded in 1948, Collins Business Systems is a market leading telecommunications company providing voice and data network solutions for Delaware, Delaware and Chester County Pennsylvania and Southern New Jersey.

Collins is committed to establishing and maintaining longterm relationships with every customer. Extensive technical service and experience allows the CBS team to develop and understand each customer's telecommunication requirements and respond quickly and effectively.

For more information, please contact Collins Business Systems at 302 658 1700 or visit us at www.collinsvoice.com.