CASE EXAMPLES

WHY EGP?

The early stages of growth are a critical time for developing enterprises. Because key personnel must focus on product and staff development, there is often little time left for IT. *It is however, at this key stage when proper IT foundations should be established.* Unfortunately, this is where many organizations make one of several possible missteps:

CASE 1: MID LEVEL EMPLOYEE OR MSP

After considering its short-term needs, an organization engages a small business solution provider, MSP, or low to mid-level IT employee to handle its initial needs. The company's IT is reliable and effective, until growth milestones are attained, and more robust solutions are required.

Realizing that a plateau has been reached, the organization hires a CIO and internal IT staff, only to learn that current solutions lack scalability, security is inadequate, and best practices have been largely overlooked. Effort is required to disassociate critical Cloud services from the former provider. The organization must hastily replace infrastructure, create documentation, and implement formal processes to satisfy auditors and meet expansion requirements.

CASE 2: PREMATURE STAFFING

Seeking to avoid the pitfalls in the first example, an organization hires a CIO to build a robust infrastructure and a highly qualified IT team.

IT strategy is well-defined, and structured policies cover everything from Incident Response to Disaster Recovery. Security is exemplary, and will easily pass the scrutiny of underwriters and the most stringent certified audits.

Although well-positioned, the organization's investment in IT significantly out-paces its growth in the first few years, equating to excessive overspending and under-utilized resources. Members of the IT staff become used to the pace and develop undesired habits that are problematic when it is time to proceed to the next level.

EGP avoids both scenarios. By providing expert teams in the early stages of development, EGP enables clients to enjoy the benefits of enterprise strategy, polices, planning, and execution when they're needed most. Because our goal is to build client relationships, and not dependencies, the EGP model embraces and aids the development of internal staff, and the seamless transition of roles at appropriate junctures.

EGP's unique mission of **building best-practice infrastructures and teams**, coupled with a concierge, client-focused approach make Enterprise GrowthPath the premier choice for developing enterprise.