



# Whitepaper Q1 2023

Solutions found in having a **vCIO**

Powerful IT Services.  
Serious Protection.

[sirkit.ca](http://sirkit.ca)

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## Overview

# Managed IT for 2023 and beyond.

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Every 39 seconds, a cyber attack takes place worldwide (Security Magazine). Globally ransomware attacks occur every 14 seconds (Cloudwards). Cybercrime is expected to cost the world \$10.5 trillion annually by 2025 (Cybersecurity Ventures).

How does managed IT solve this?

In an era when data and communication are vital, and technology is advancing at unprecedented levels, remaining secure and leveraging technology to its full potential is beyond a full-time job. You need a large team of experts to do it effectively. Managed IT leaders like SIRKit offer valuable cutting-edge solutions, security and proven expertise that are difficult to match in 2023 and beyond without a significant investment. We have started our whitepaper series to produce accurate information about Managed IT industry.

Due to the impact breaches have, 60 percent of small businesses fold following a cyber attack (inc.com), and small businesses are three times more likely to be attacked (Barracuda Networks).

Experienced IT professionals are in short supply, and salaries are increasing. As more organizations continue to incorporate and add technology, additional data will be generated, pushing the demand for security, accessibility and performance to new levels. Based on the current landscape, we project compounding growth and increased dependency on Managed IT services in nearly every business sector.

# Managed IT and the power of having a vCIO

According to a survey by CompTIA, 50% of companies who engaged an MSP saved 1-24% in annual IT costs, 33% saved 25-49%, while 13% reported savings of more than 50%.

## The Rise of the vCIO

MSPs like SIRKit now include a dedicated vCIO as part of the service offering, which is excellent news for small-to-mid-sized businesses looking for a C-Level leader to manage the IT team without the \$150k+ salary. Even better, MSP vCIOs come backed by an extended team of technical and business experts, enterprise systems and software that would otherwise cost millions of dollars to implement. On the next page, we've covered some real-world risks small-to-mid-sized companies face. Utilizing an experienced vCIO and security-centric Managed IT service provider could impact your livelihood.

## Positive Technologies:

“During the assessment of protection against external attacks, Positive Technologies experts managed to [breach the network perimeter in 93% of cases.](#)

The study was conducted among financial organizations (29%) fuel and energy organizations, (18%) government), (16%) industrial (16%) IT companies, and (13%) other sectors.

An attacker's path from external networks to target systems begins with breaching the network perimeter. According to our research, on average, it takes [two days](#) to penetrate a company's internal network. Credential compromise is the main way criminals can penetrate a corporate network ([71% of companies](#)), primarily because of simple passwords used, including for accounts used for system administration.”

# Statistics

## 1. 60% of Small Businesses Fold Within 6 Months of a Cyber Attack ([inc.com](#))

"when companies go searching for ways to trim the fat, they put themselves at risk of cutting too close to the bone. Cybersecurity budget cuts can translate into weakened defenses that open your business up to cyberattacks. That's not a good idea when 60 percent of companies go out of business within six months of experiencing a cyberattack."

## 2. Small businesses are three times more likely to be targeted by cyber criminals than larger companies ([forbes.com](#), [Barracuda Networks](#))

Researchers at cloud security company Barracuda Networks analyzed millions of emails across thousands of companies. They found that, on average, an employee of a small business with less than 100 employees will experience 350% more social engineering attacks than an employee of a larger enterprise.

## 3. 61.2% of organizations dealt with ransomware in 2021 ([CyberEdge-2021-CDR-Report](#))

According to a CyberEdge report, more than half of all organizations were impacted by ransomware in 2021. Canada placed #11 overall against other countries.

## 4. The average cost of ransomware attacks in Canada was almost \$2 Million ([comparitech.com](#))

Ransomware attacks can be expensive, with costs including the ransom itself, downtime, specialist services, loss of business, reputation damage and more. The average remediation cost for companies in Canada is \$1.92 million. This is slightly above the global average of \$1.85 million.

## 5. More than 8 in 10 companies now hold cyber security insurance ([comparitech.com](#))

A Sophos report found that 84 percent of Canadian organizations have cyber insurance included in their policies, which is slightly above average on a global scale. 62 percent of those with cyber insurance are covered against ransomware attacks, which is about average.

# Solutions Provided by a vCIO

## Managed IT for Businesses

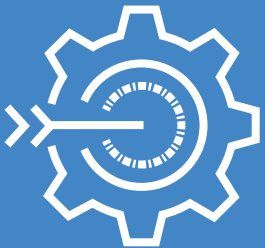


When a business partners with the right Managed IT provider, they benefit from enterprise systems, expertise, refined process and advanced cyber-security measures that generally require decades of work, at least 4 staff, and millions of dollars to establish and maintain. In essence, an MSP (Managed Service Provider) allows you to rapidly leverage and implement mature and robust technology services found in large established businesses, without the upfront or on-going investment. Building a competent internal IT team requires a minimum of 4 full-time staff with appropriate expertise, and even then, the resulting service is likely to be nowhere near as mature, secure or comprehensive.



Staying on top of technology and security is a challenging task at which larger MSPs like SIRKit excel. They have become the smartest and most logical solution for most types of businesses.

## What is a vCIO?



A Virtual Chief Information Officer, or vCIO, is a critical role offered by MSPs. vCIOs have technology and business expertise to help bridge the gap. They work directly with decision-makers and leadership teams to build and maintain a long-term strategic project roadmap that protects the business, utilizes technology to its full potential, and supports business goals. vCIOs oversee the entire department, ensure everything runs smoothly. They get to know the business, its team, its vendors and its processes by integrating themselves into the business. This allows them to effectively recommend solutions and deliver incredible value.

**SIRKit includes a dedicated vCIO for all Managed IT Partners.**

# Summary



## Every SIRKit Client Gets a vCIO

Imagine having a brilliant vCIO available to answer questions, take charge and help navigate technology's chaos. Now imagine a fully-established technical team with all the bells and whistles alongside them. Together, they drive operational efficiency and thoroughly protect your livelihood by constantly advising, monitoring, maintaining, supporting, and securing your systems. IT doesn't need to be a painful cost center. If you leverage an experienced MSP, it can be a key driver of business growth.

**SMEs spent 47% of their technology budgets on cloud services in 2022. In 2023, their cloud investment will surpass 50% of their tech budget (Zesty). 71% of organizations expect their cloud spend to increase (StormForge).**

The significant difference today is IT professionals are expected to support a constant stream of rapidly emerging and evolving cloud and software solutions. Vendors are releasing incredible solutions focused on streamlining operations, increasing productivity, ease of use and extended connectivity. The cloud has reduced hardware dependency, and siloed IT professionals are falling behind. The massive shift makes larger MSPs and experienced vCIOs incredibly valuable because they possess technical and business expertise to leverage emerging cloud technology and implement effective solutions.

## Size & Agility Matter

Limit your exposure and avoid falling behind. You can't afford to do otherwise. Small IT teams are often limited by bandwidth and expertise, which results in the existing systems being maintained but rarely advanced. vCIOs play a critical role in advancing your systems and saving money. Unless you are a large business with considerable capital, outsourcing some or all of your IT department to an MSP is a logical and wise decision.

In short, a vCIO performs all the functions of a regular CIO including:

- Directing IT strategy
- Maintaining a project roadmap
- Creating annual budgets
- Identifying areas for improvement
- Selecting and liaising with vendors
- Analyzing reports and performance
- Advising and consulting