Technology leadership, without the full-time salary.

A virtual CIO (vCIO) is the technology decision-maker a growing business needs but rarely has. Your help desk fixes what breaks. Your vCIO decides what to buy, what to replace, what to secure, and what to budget for, so technology supports where the business is going instead of reacting to whatever happened last week.

WHY IT MATTERS

The problem this solves

- **Surprise costs**

  Servers, licenses, and equipment fail or expire without warning, and every fix becomes an emergency purchase.

- **Decisions made blind**

  Technology choices get made on price or on a vendor's sales pitch, without knowing how they fit together.

- **Security gaps go unnoticed**

  No one is reviewing the whole picture until an insurer, a client, or an incident forces the issue.

- **No plan past this quarter**

  Growth, new hires, and new locations become scrambles instead of scheduled work.

DELIVERABLES

What you get

Deliverable	Cadence	What it is
Technology roadmap	Annual, reviewed regularly	A 12 to 36 month plan for what gets upgraded, replaced, or retired, and when.
IT budget	Annual	One-time and recurring costs mapped to the roadmap, so spending is planned rather than urgent.
Risk & security assessment	Annual or semi-annual	A structured review of your security posture against a recognized framework, with prioritized fixes.
Business reviews	Scheduled	A working session on what is running well, what is changing, and what needs a decision.
Standards & policies	As needed	Practical written policies: acceptable use, access and MFA, onboarding and offboarding, incident response.
Vendor management	Ongoing	One point of contact for your internet provider, software vendors, and other technology suppliers.
Asset & lifecycle tracking	Ongoing	Age, warranty, and replacement timing for every device, feeding directly into the budget.

THE PROCESS

How the engagement works

1 Discovery and assessment

We document what you have: systems, licenses, vendors, security posture, and the problems that keep coming back.

2 Roadmap and budget

You get a prioritized plan and the numbers behind it, in business language, with the risk of deferring each item stated plainly.

3 Regular business reviews

We meet on an agreed schedule to review progress, adjust priorities, and agree the next decisions.

4 Ongoing guidance

Between reviews, you have someone to call before signing a contract, hiring, opening a location, or buying software.

THE MEETING

What a business review covers

- **Scorecard**

  Support activity since the last review, recurring issues, and what was done about them.
- **Security posture**

  Patching, MFA coverage, backup and restore testing, training results, and open risks.
- **Lifecycle status**

  Equipment and licenses coming due in the next 6 to 12 months.
- **Budget check**

  Planned versus actual spend, and what is coming next.
- **Roadmap update**

  The next initiatives, each with cost, benefit, and risk if deferred.
- **Decisions needed**

  A short list of items that need your approval to move forward.

RIGHT FIT

Who it fits

- No internal IT, and the decisions land on the owner
- Internal IT that wants a strategic partner
- Clients or insurers asking security questions
- Growth, a move, or a migration ahead

How it is structured

vCIO work can be included with managed IT services, added to an internal IT team as co-managed support, or delivered as a standalone assessment and roadmap engagement. Scope and cadence are matched to your environment and agreed in writing before any work begins.

Start with a conversation.

A free, no-obligation consultation to review your environment and recommend where to start.

info@DefenseGridTech.com | defensegridtech.com/contact/