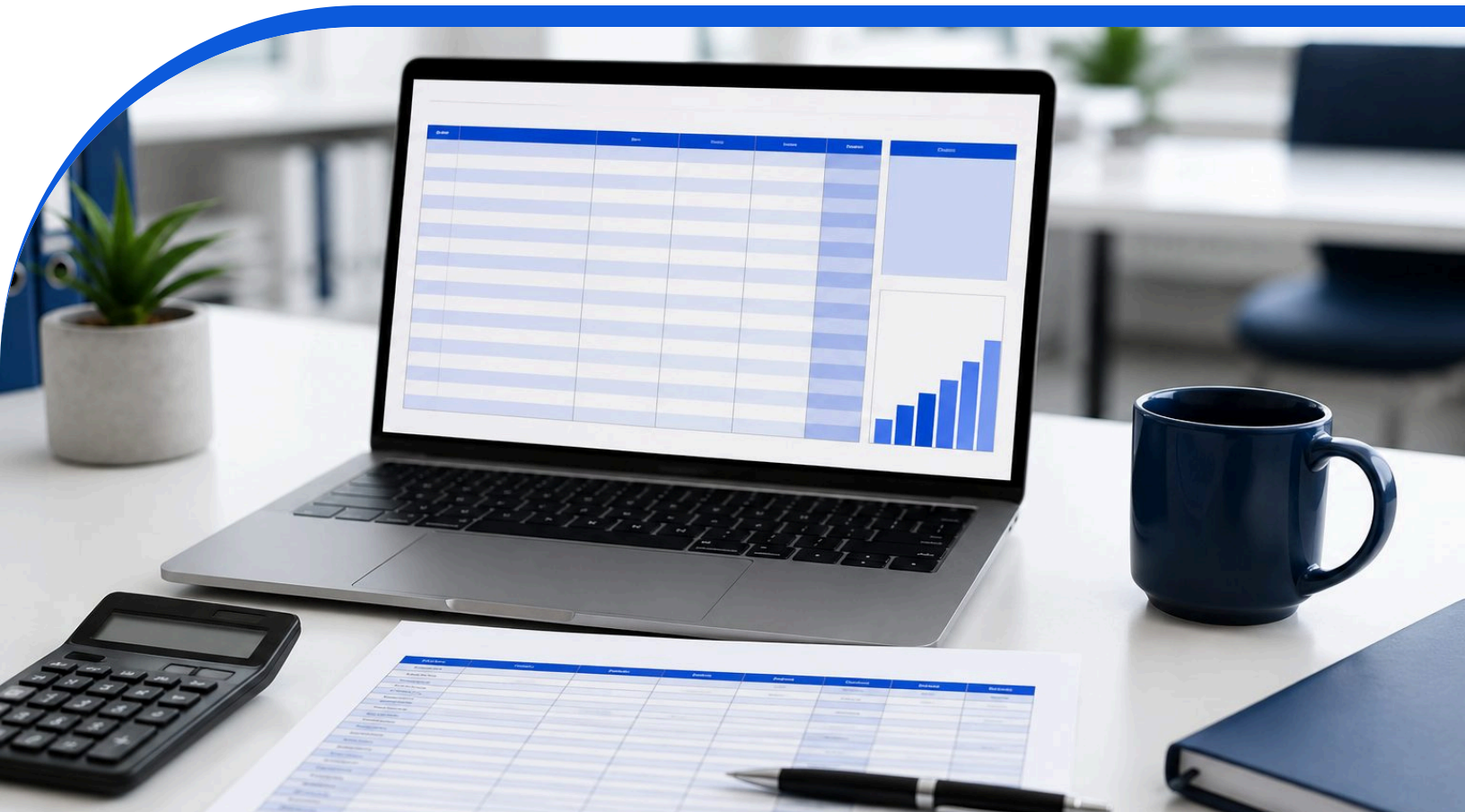




MANAGED IT BUDGET: A NO-NONSENSE WORKSHEET FOR BUSINESS LEADERS





Managed IT Budget Worksheet

Figure out what managed IT should cost your business — in about 10 minutes, for any provider.

Most businesses ask “what does managed IT cost?” and get a sales call instead of a number. This worksheet works the other way: count what you have, do the math, and walk into any conversation — including one with us — already knowing what the bill should look like. Our own rates are printed below as the reference column; current plans are always at qosmisp.com/pricing.

Step 1 — Count What You Have

What to count	How to count it	Your number
Users	People who use a computer for work — not devices, people	
Extra computers	Machines beyond each person's primary one: second laptops, front-desk PCs, exam-room or shop-floor stations	
Servers	On-premises or hosted servers your business runs (file server, application server, domain controller)	
Managed network devices	Firewalls, managed switches, wireless access points — gear a provider logs into and maintains	

Not sure about the last two? That's normal — any provider worth hiring counts them with you during an onboarding assessment, before you sign.

Step 2 — Do the Math

Line item	QOS MSP rate	Market range*	Other quote	Your monthly cost
Users × per-user rate	\$125–\$195/user	\$110–\$225/user		
Extra computers	× \$35	\$30–\$50		
Servers	× \$95	\$95–\$150		
Network devices	× \$25	\$25–\$75		
Monthly total				

**Market ranges: 2026 per-user pricing surveys for small-business managed IT. See our full pricing guide at qosmisp.com for sources and what drives a price up or down.*

Worked example: a 10-person office with two shared front-desk machines, one server, and a firewall plus two access points, on our Core plan month-to-month: $10 \times \$125 + 2 \times \$35 + 1 \times \$95 + 3 \times \$25 = \$1,490/\text{month}$.



Step 3 — One-Time and Separate Costs

Ask every provider to put these in writing — this is where “cheap” quotes get expensive:

- **Onboarding / setup fee:** typical market practice is about one month's fee. (Ours: one month, waived on an annual agreement.)
- **Hardware:** computers, servers, and network gear themselves are never in a management fee.
- **Software licenses:** Microsoft 365 / Google Workspace and line-of-business apps are billed by their vendors.
- **Network gear subscriptions:** firewalls, switches, and access points usually carry their own vendor subscriptions (security services, licensing) on top of management.
- **Projects:** migrations, office moves, and new deployments are quoted separately — get the quote *before* work starts.

Step 4 — Ten Questions to Ask Any Provider (Including Us)

1. Is security (endpoint protection, patching) in the base price — or an add-on?
2. Are backups included — and do you *test* restores, or just run them?
3. What exactly does “per user” cover? How many devices per person?
4. What happens to my bill when I hire or lose staff?
5. Is there an onboarding fee? What does it buy?
6. Do I get the documentation of my own environment if we part ways?
7. What are your response-time commitments, in writing?
8. Is help desk unlimited, or metered per ticket or hour?
9. What's the contract term — and what does leaving cost?
10. What is **not** included? (The honest ones answer fast.)

Red Flags in Any Quote

- A “fully managed” price with security or backups sold separately
- “Per device or user” pricing that never defines which
- No written list of exclusions
- A price dramatically below market range — the missing money is usually your security

Want an exact number instead of an estimate? A 30-minute conversation gets you one — no cost or obligation. Schedule at www.qosmisp.com or call **+1 (877) 800-7672**.