VENCER

# Real.
# Relative.
# Contextual.

*Strategic Digital Partners*

Enterprise-Grade Technology Specialists,
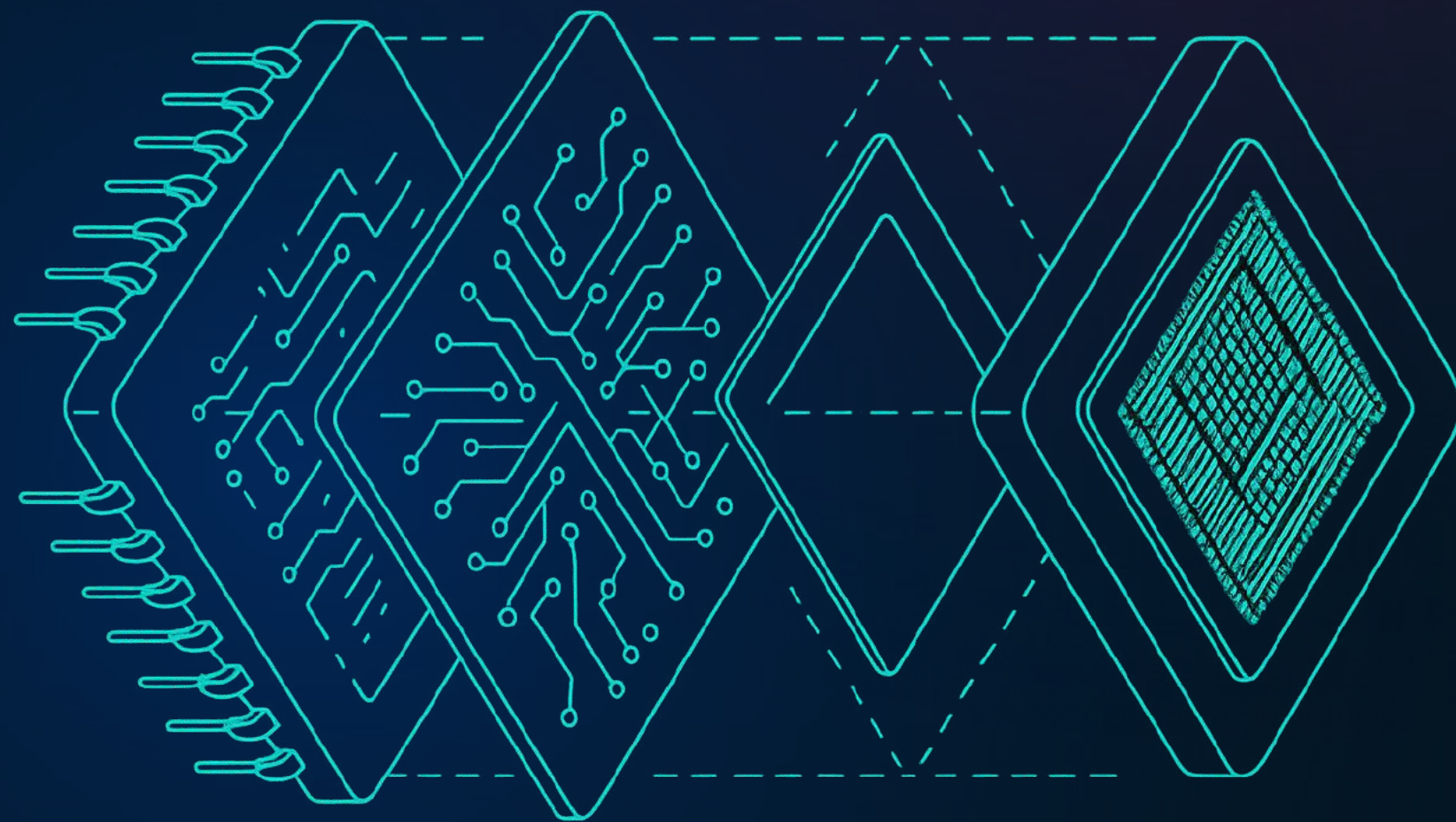Fractional Cost.

# THE IT SQUEEZE

## Rising Costs, Growing Risks, Increasing Complexity, Lack of Strategy

Traditional IT delivery models are dead—they continue to drive up costs and fail to deliver business value.

### Escalating IT Expenses

Global IT spending is projected to hit $5.61 trillion in 2025, up 9.8% from 2024 — but most of that increase is due to price inflation, not innovation.

*— Gartner*

### Talent Shortage

57% of hiring managers struggle to find qualified IT professionals, slowing execution and innovation.

*— Deloitte*

### Security & Compliance Risks

Cybercrime has surged 600% since the start of the pandemic, raising costs and compliance burdens across industries.

*— PurpleSec*

### Execution Gap

Most businesses achieve only 50–60% of their financial targets—highlighting a persistent gap between IT strategy and execution.

*— Gartner*

Legacy IT is **expensive**, **inflexible**, and **failing to keep up**. It's time for a **proven approach**.

# THE FUTURE OF IT LEADERSHIP IS FRACTIONAL

Businesses don't just need IT support. They need IT strategy. That's why more companies are turning to fractional leadership.

## Strategic, Not Just Tactical
Fractional IT delivers executive-level insight—not break/fix support.

## Flexible & Scalable
Leadership that grows with you —no long-term headcount or overhead.

## Security-First Thinking
Business-first cybersecurity strategy, backed by 24/7 NOC/ SOC protection.

## Cost-Efficient by Design
The power of a Fortune 500 IT team—without the full-time expense.
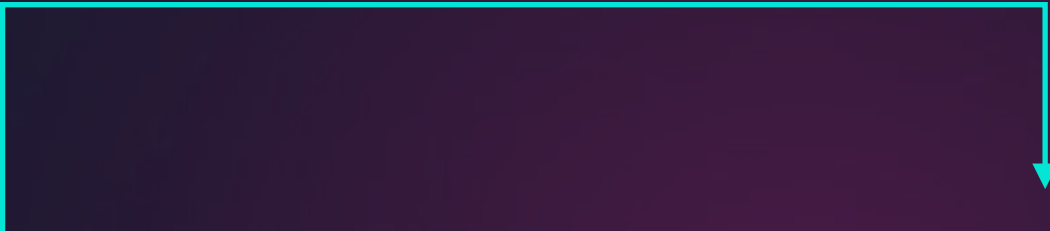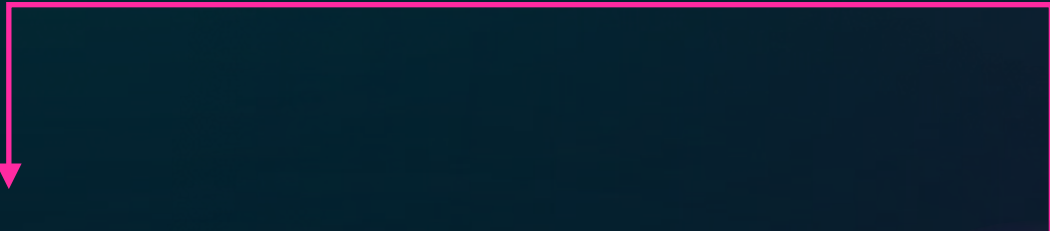
# ENTERPRISE-GRADE IT LEADERSHIP

**Everything you need from a world-class IT team—nothing you don't.**

Modern businesses demand **flexibility**, **speed**, and **security**. Fractional IT **delivers it all**.

## Strategic by Design
You get high-level IT leadership—not just support—with direct access to experienced CIOs and CTOs.
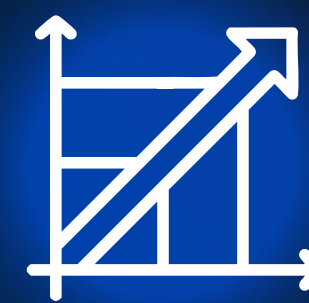
## On-Demand & Cost-Effective
Cut IT costs by up to 70% by paying only for what you use—without sacrificing performance.
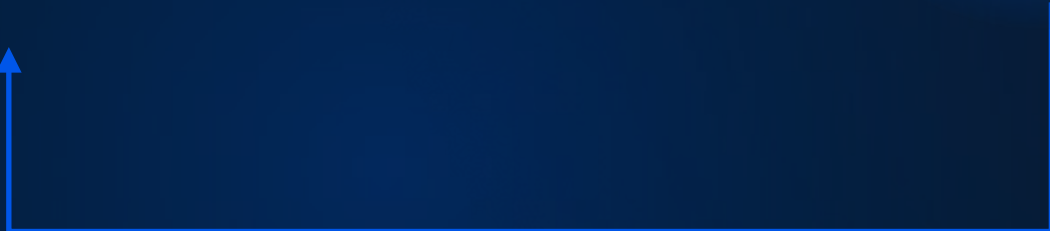
## Scalable for Any Business
From lean startups to global enterprises, Fractional IT adapts to your size, industry, and complexity.

## Faster, Proven Execution
Accelerate IT rollouts, reduce downtime, and stay secure with leadership focused on growth and agility.

COMPETITIVE ADVANTAGE

# PROVEN IT LEADERSHIP, BIGGER IMPACT, LOWER COST

Vencer **delivers enterprise-grade IT leadership — strategic, scalable,** and **cost-effective.**

| Feature | In-House IT | MSP (Traditional IT) | Fractional IT (Vencer) |
|---|---|---|---|
| **Strategic IT Leadership** | 🙂 Full-Time Overhead | 🙁 Tactical Only | 🙂 CIO - Level Experience |
| **Flexibility & Scalability** | 🙁 Rigid Staffing | 😐 Fixed Contracts | 🙂 Pay For What You Need |
| **Cost Efficiency** | 🙁 Expensive | 😐 Change Orders & Hidden Costs | 🙂 Aligns With the Business |
| **24/7 Security & Compliance** | 🙂 In-House Team | 😐 Inconsistent Coverage | 🙂 Enterprise-Grade NOS/SOC |
| **Proactive Business Alignment** | 🙂 Limited to Org | 🙁 No Strategy | 🙂 Continuous Alignment |

# DRIVEN BY EXPERTISE. OBSESSED WITH RESULTS.

**This is what sets us apart—invite us to your boardroom and we'll prove it.**

## CIO-Level Leadership
On-demand IT strategy from proven enterprise executives.

## Industry-Specific Solutions
Deep expertise in Oil & Gas, Mining, Engineering, and Professional Services.

## Enterprise-Grade Security
24/7 NOC/SOC monitoring with Fortune 500-level protection.

## M&A Integration Mastery
30+ transitions delivered.
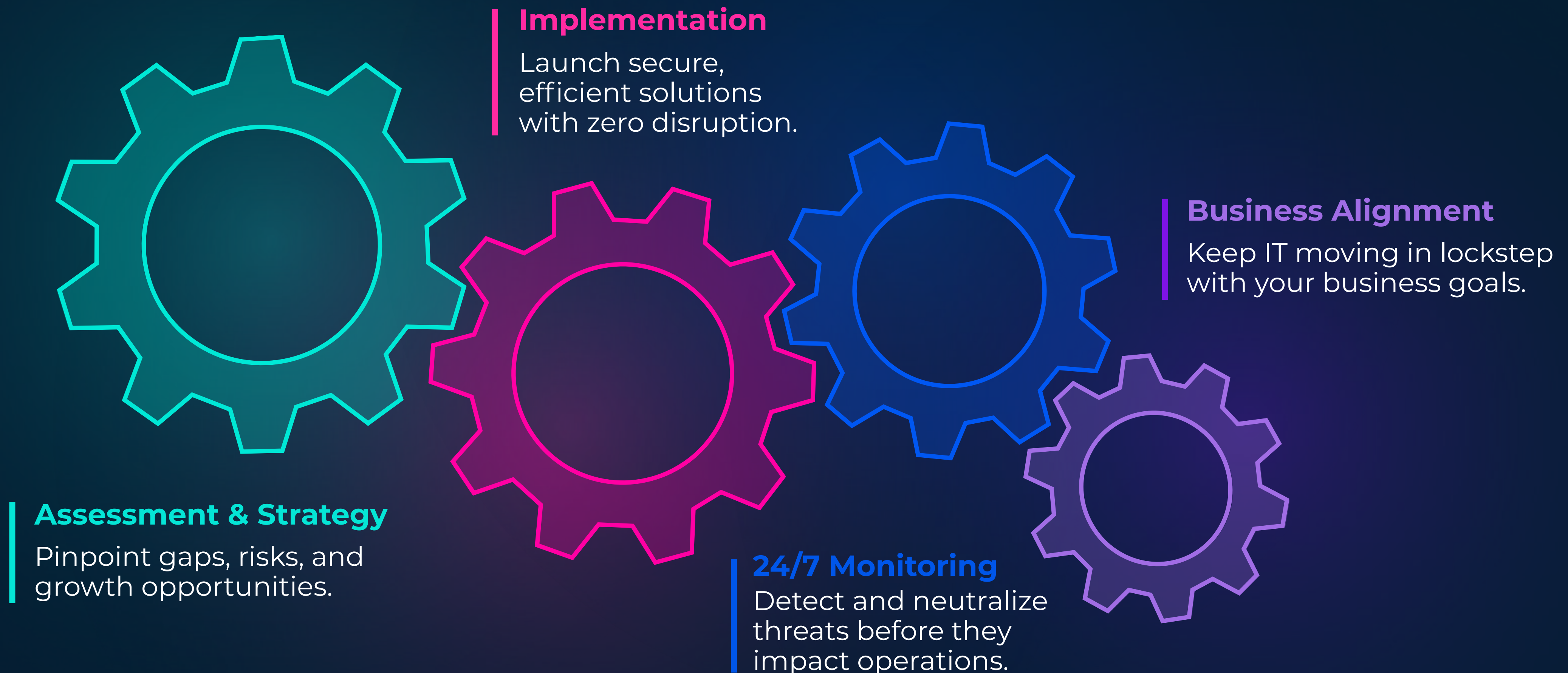
INDUSTRY-TAILORED IT SOLUTIONS

# PROVEN IT

**Built for How Your Business Works**

We have worked in these industries for decades and understand your business drivers.

### Oil & Gas

Maintain uptime, secure field operations, and reduce IT spend —no matter how volatile the market.

### Mining & Engineering

Harness operational data securely, protect intellectual property, and scale IT for large, distributed teams.

### Professional Services

Streamline workflows, automate compliance, and safeguard sensitive client data.

# CASE STUDY

## Calgary Based Fracking Services Client

**The Challenge**: A fracking services company required enhanced field support, custom Mobile Operational Platform IT infrastructure for monitoring and reporting on fracking data, and remote site integrations to tie together all operations across north America – among other needs.

**The Vencer Solution**: Implemented scalable IT infrastructure across the continent, designed custom built, fully supported Mobile Operational Platform IT infrastructure for fracking operations, and integrated company-wide IT operations with the Vencer service desk and operations monitoring center.

**The Results**:

- High quality incident resolution across all remote and field locations, day and night, 24/7.

- 75% reduction in IT costs in Mobile Operational Platform IT infrastructure on fracking sites across North America

- Enhanced scalability and integration capabilities, helping the company complete multiple acquisitions.

Vencer will help you compete in a competitive market and match your resilience, economics and entrepreneurship along the way.

# CASE STUDY

## Calgary-Based Engineering Firm Acquiring Western Canada Operations

**The Challenge**: A Calgary-based engineering firm acquired a Western Canada-based business with multiple physical offices, employees, phone systems, and a significant volume of data. The newly acquired locations needed to be brought up to standard with the parent company's IT infrastructure—without disrupting ongoing operations or communication across the expanded enterprise.

**The Vencer Solution**: Vencer deployed a comprehensive IT transition and integration plan. Our team provisioned, shipped, and configured core infrastructure including next-generation firewalls, managed switches, and centralized servers to all new offices. We also coordinated on-site support for critical locations, ported and consolidated phone numbers, and ensured a seamless integration with existing networks. Throughout the process, Vencer acted as a strategic partner—ensuring the acquired offices achieved full operational parity with the parent company.

**The Results**:

- Full infrastructure standardization across all newly acquired offices with minimal downtime.

- Successful porting of business-critical phone systems, preserving continuity for internal teams and client communications.

- Reduced onboarding friction for staff in all locations through consistent systems, support access, and IT services.

- Enabled smooth post-acquisition operations across Western Canada—reinforcing the acquiring firm's growth trajectory and operational strength.

Vencer simplifies post-acquisition IT integration—making multi-location transitions fast, secure, and effective.

# CASE STUDY

## International Operating Oil and Gas Client

**The Challenge**: An international client required support in preparing a business unit for acquisition. This involved **maintaining operational continuity**, **safeguarding sensitive client data**, and facilitating a controlled, auditable information exchange with multiple potential buyers.

**The Vencer Solution**: Vencer proactively implemented a strategic IT transition plan, consolidating infrastructure to streamline operations post-divestiture. We ensured the secure migration of client records, enabled access-controlled (VDRs) for buyer diligence, and provided comprehensive reporting on file access activity. Throughout the process, Vencer served as a trusted liaison—managing both buyer and seller sides to enable a smooth, secure, and transparent transaction.

**The Results**:

- Maintained continuity across unaffected business units, ensuring no disruption to core operations during the separation and transition process.

- Accelerated due diligence and buyer confidence through detailed access reporting, controlled VDR access and continuous support.

- Post acquisition integration completed in 4 weeks with no operational disruption – working with both buyer and seller sides.

Vencer expertly manages IT transitions—helping companies scale through seamless M&A integration.

**1. "We gained enterprise-grade IT expertise without the enterprise price tag."**

*- CFO, Oil and Gas Client*

**Up to 70% Savings vs In-House IT**
Fractional services mean no full-time salaries, no benefits overhead - just focused, high-impact execution.

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**2. "Our systems run smoother and have become fully integrated across our nationwide locations, and our team finally trusts IT"**

*- CEO, Engineering Firm Client*

**Fewer Disruptions. More Productivity.**
With 24/7 support and proactive management, downtime becomes the exception - not the norm.

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**3. "Vencer felt like an extension of our team-same drive, same standards, just more efficient."**

*- CFO, Oil and Gas Client*

**Built-In Culture Fit**
We prioritize alignment with your internal culture and operations while delivering proven expertise.

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**4. " Vencer was with us every step - pre-acquisition planning, day-one execution, and post-merger stabilization."**

*- VP of Technology, International Oil and Gas Client*

**End-to-End M&A IT Support**
From due diligence to full systems integration, Vencer ensures a smooth IT transition without disrupting business momentum.

NEXT STEPS

# LETS TALK ABOUT YOUR NEEDS

**We've been solving complex IT challenges for 20 years, and we're looking forward to many more.**

Let us know when you're ready for coffee.

vencergroup.com   |   +1-888-271-6230   |   info@vencergroup.com

# SOURCES & REFERENCES

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PurpleSec. Cybersecurity Statistics, 2023.

**Slide 3 – Smart. Scalable. Budget-Wise.**
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Cyber Defense Magazine. 2024 State of Cybersecurity Report.
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**Slide 4 – What Is Fractional IT?**
Auxis. IT Outsourcing: Cost Benefits and Adoption Trends, 2023.

**Slide 5 – Why Fractional IT Outperforms Traditional Models**
Auxis. IT Outsourcing Cost Savings Report, 2023.
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Industry insights compiled from Gartner, Deloitte, and internal Vencer benchmarks.

**Slide 15 – Measurable ROI**
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