

MANAGED VS CO-MANAGED IT IN OMAHA

Managed or co-managed IT?

Fully managed IT means Cambium Data becomes your IT department. **Co-managed IT means your IT person keeps the job, and we take the pieces they want help with.** Both cover the same technology.

- Cambium Data is Navy veteran-owned. Serving Omaha businesses since 2009.
- Owner Tony Underwood has over three decades of experience in IT.

WHAT COMES OFF YOUR PLATE

The two models in plain terms

NO IT PERSON ON STAFF

Fully managed IT

We are your IT department. Your team calls us, and we handle the computers, Microsoft 365, security, backup and vendors.

This is a good fit if nobody in the building owns IT today.

YOU HAVE AN IT PERSON

Co-managed IT

Your IT person keeps the job and the projects. We take the pieces they want off their plate, like help desk overflow, patching and backup checks.

You decide the split, and we write it down.

Managed vs co-managed IT, side by side

The difference is who owns IT day to day, who your staff call, and how the work is split.

TOPIC	Fully managed IT	Co-managed IT
Who owns IT day to day	Cambium Data owns it.	Your IT person owns it, with Cambium Data on the pieces you hand us.
Who your staff call	Your staff call our help desk.	Your staff call your IT person first, or our help desk for the work you have handed us.
Microsoft 365, security and backup	We handle all of it.	The work is split the way you choose, such as patching and backup checks on our side.
Projects	We plan them with you, and projects and hardware are quoted separately.	Your IT person keeps the projects, and we help when asked, quoted separately.
Who decides what	You and Cambium Data decide in a regular planning sit-down.	You and your IT person decide, with the split written down.
Best fit	Nobody in the building owns IT today.	You have an IT person you want to keep.



What each model costs

Pricing for both models is posted on our managed IT page at cambiumdata.com/managed-it-omaha. Microsoft licensing is billed separately under either plan.

Who fully managed IT fits

- ✓ **Nobody owns IT today.** The office manager, the owner or the most patient employee handles it between real work.
- ✓ **Your IT person is leaving.** A retirement or resignation is a good time to decide whether to rehire or hand IT to a team.
- ✓ **You want one number to call.** Computers, Microsoft 365, security, backup and the vendor calls all go to the same place.
- ✓ **You have outgrown good enough.** More people, a second location or a cyber insurance questionnaire has shown gaps nobody has time to close.

Who co-managed IT fits

- ✓ **One IT person is doing everything.** They know your business well, but password resets and patching eat the time they need for projects.
- ✓ **There is no backup when they are out.** Vacations, sick days and nights should not leave your business without help.
- ✓ **Your team wants to keep the projects.** Your IT person stays in charge of strategy and big changes and hands us the routine work.
- ✓ **A parent company has its own IT.** Your local office gets hands-on help and help desk support that fits around the people already in charge.

- ✓ Co-managed IT does not mean replacing anyone. Your IT person keeps the role, and we write down who owns what, so nothing falls between the two of us. If your staff changes later, we look at it with you and write down the new split.

HOW TO CHOOSE

Three questions that settle it

1

Who owns IT today?

If the honest answer is nobody, or whoever is free, fully managed IT may be the better fit.

2

What happens when that person is out?

If the answer is that you wait, co-managed IT gives them backup without replacing them.

3

How much does your IT person want to keep?

If they want the projects and decisions but not the routine work, that is the co-managed split. If they would rather hand off everything, it is fully managed.

Why Cambium



One local team

One Omaha team handles your IT, network, phones, internet, cameras, security and AI.



Posted pricing

Our managed IT pricing is posted right on our site, so you can compare before you call anyone.



Written split

Under co-managed IT, we write down who owns what and review it as your staff changes.



Local since 2009

Serving Omaha businesses since 2009. Owner Tony Underwood has over three decades of experience in IT.

Not sure which fits?

Start with a free technology and AI review. We look at your setup, show you what is not protected and what we would fix first, and if you have an IT person, who would do what under each model. It is free, and you keep the written summary.

Get a free technology and AI review

cambiumdata.com/network-assessment

You can also call **(402) 514-3200**.