

# Managed IT Services Pricing Guide for Las Vegas Businesses

Managed IT pricing can be confusing because providers do not always include the same services, tools, security coverage or onboarding process.

Use this guide to understand what drives cost and how to compare proposals without getting surprised later.

<b>UNDERSTAND THE PRICING MODELS</b>	<b>KNOW WHAT SHOULD BE INCLUDED</b>	<b>AVOID SURPRISE COSTS</b>
Compare per-user, per-device, flat-rate and hybrid pricing models.	Review support, cybersecurity, monitoring, backups, vendor management and planning.	Identify proposal gaps that can lead to project creep, weak coverage or unexpected invoices.

## Why Managed IT Pricing Varies

Managed IT pricing varies because every provider includes a different mix of support, tools, cybersecurity, monitoring, documentation, project work, onsite support and strategic planning.

### Common Pricing Drivers

- Number of users.
- Number of computers.
- Number of servers.
- Number of Microsoft 365 mailboxes.
- Cybersecurity tool stack.
- Backup requirements.
- Onsite support expectations.
- After-hours requirements.
- Compliance needs.
- Number of locations.
- Project backlog.
- Current documentation quality.

## What Should Be Included in Managed IT Support

A managed IT proposal should make the operating model clear before the agreement is signed.

### **Core Included Areas**

- Help desk support.
- Endpoint monitoring and management.
- Patch management.
- Cybersecurity tools.
- Email security.
- Microsoft 365 administration.
- Backup monitoring.
- Vendor coordination.
- Documentation.
- Asset inventory.
- Technology planning.
- Regular business reviews.

## **Red Flags in a Low-Cost IT Proposal**

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A cheaper monthly number does not always mean a lower total cost. Sometimes it means important work was left out.

### **Proposal Gaps to Watch**

- No clear onboarding scope.
- No cybersecurity details.
- No backup responsibilities defined.
- No Microsoft 365 backup discussion.
- No response-time expectations.
- No roadmap or business review process.
- Too much vague language like included support.
- No asset inventory process.
- No offboarding process.
- No clear exclusions.

## **How to Compare Managed IT Proposals**

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Compare scope, process and ownership before comparing monthly price.

## Proposal Comparison Checklist

- Compare what tools are included.
- Compare response expectations.
- Confirm who owns Microsoft 365.
- Confirm who monitors backups.
- Confirm whether cybersecurity is included or separate.
- Confirm onboarding cost and timeline.
- Confirm project exclusions.
- Confirm cancellation terms.
- Confirm reporting cadence.
- Confirm strategic planning process.

## The Better Question Than What Does IT Cost?

The better question is: what does weak IT support cost the business?

### Business Impact

Poor IT planning can create downtime, security exposure, employee frustration, project delays and surprise expenses. The goal is not to buy the cheapest IT support. The goal is to buy the right support model for the risk, complexity and growth stage of the business.

## Common Managed IT Pricing Models

Per User	Monthly fee based on users supported.	Cloud-heavy businesses with consistent staffing.	May not account for device-heavy environments.
Per Device	Monthly fee based on computers, servers and network devices.	Firms with clear device inventory.	User support scope must be clear.
Flat Monthly Fee	One fixed monthly fee for agreed scope.	Businesses wanting predictable budgeting.	Scope exclusions must be documented.
Hybrid	Mix of users, devices, tools and project scope.	Growing businesses with mixed needs.	Needs clean agreement language.

**NEXT STEP**

**Need help turning this pricing guide into action? Schedule a Technology Gap Review with Nevada IT Support.**

**Schedule a Technology Review at [itsupportnv.com/technology-gap-review/](https://itsupportnv.com/technology-gap-review/)**