



C.G. Frink  
President

## **Northeast IS Shows SMBs How to Trade Oversized Lease Agreements for New Technology**

*Leading Managed Technology Services Provider Advises Companies to Invest in their Future with Advanced Technology*

BURLINGTON, VT – August 2019 - Northeast IS, a leading managed technology services provider (MTSP), announced today that the company is advising SMBs (small to mid-sized businesses) on how to fully leverage the benefits of a remote workforce, bolster employee satisfaction, reduce office space, while simultaneously strengthening the infrastructure of their organizations.

As the demand for remote workers continues to increase at an exponential rate, modern workplaces are noticing the shift towards more flexible, collaborative work environments. Highly educated organizations are positioning themselves ahead of this trend by investing in their technological infrastructure, so that they gain relevancy, attract top talent and secure their organizations for the future, instead of being caught holding onto the past.

“Whether you agree with remote workforce or not is inconsequential because it’s the future,” stated C.G. Frink, President of Northeast IS. “The real reason that remote working agreements are so controversial is because they highlight managerial and employee engagement issues. In other words, nothing can be swept under the rug, anymore. Management by proximity is being replaced by management through performance.

This is a knowledge gap in the market and we’re attempting to shore it up within the business community so that our customers know exactly how to use technology to bolster employee engagement and to get more out of their team.”

Most businesses understand the necessity of investing in cloud technologies, data backup, surveillance and other emerging technologies, yet one of the primary obstacles of adding infrastructure to a virtual work environment is the hefty capital expenditure associated to that new addition. In order to circumvent this challenge, Northeast IS is advising businesses to shift their monthly operating expenses to align with the infrastructure of the future, a virtual work environment, instead of holding onto costly commercial leases. “If a business simply reduces their square footage by 25%, they can immediately afford whatever their organization needs to grow, whether that’s a security solution, cloud services, data backup or anything else they need to reach the next level. By doing so early, they’ll attract top talent who expect remote positions instead of becoming obsolete like the laggards who are in denial of this transition,” commented Frink.

Regardless as to whether a business owner agrees with or disagrees with the concept of remote working, it’s where the future is headed. Millennials are the driving force behind the trend and as millennials expected to become 75% of the workforce by 2025, the

transition to a virtual work environment is inevitable at this point. Millennials now *expect* remote working opportunities and according to a global survey by PGI, “79% of knowledge workers, and 60% of remote workers in the survey said that if they could, they would leave their current job for a full-time remote position at the same pay rate.

### **ABOUT NORTHEAST IS**

For over 40 years and 3,000 customers, Northeast IS has been the right choice for business telecommunications solutions in Vermont. The company’s primary focus is to leverage advanced communications technologies to improve our customer’s business processes resulting in greater profitability and increased customer satisfaction. Northeast IS employs leading edge products from tier one manufacturers to design cost effective solutions backed by Factory Certified technical support.

The company’s local dispatch center delivers round the clock service to ensure system reliability with guaranteed emergency service response within 2 hours. Northeast IS does business throughout New York, New England and nationwide via our network of authorized distributors.

For more information on Northeast IS, call (800) 642-3147 or visit [www.northeast-is.com](http://www.northeast-is.com).