

The Fulcrum Group & Eleviant Present
**Leadership Strategies
for the Coming
Recession**



Making IT a Competitive Advantage



**Presented by
David Johnson
September 22nd, 2022**

Agenda

- > Who is Fulcrum Group?
- > What Recession?
- > Digital Transformation Trends
- > How to Make IT a Competitive Advantage
 - Cloud Migration
 - Connected Workplace
 - Cybersecurity
- > Q&A



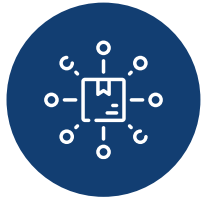
Who is Fulcrum Group?

▶ Started in 2002, Steve Meek & David Johnson - owners

▶ SPOT Managed IT Services – started in 2008



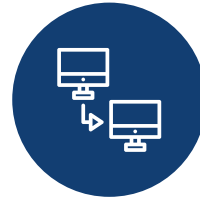
Primary Offerings



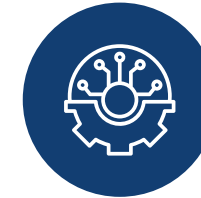
IT Outsourcing
Managed Services



Cloud
Solutions



VOIP
Communications



IT Infrastructure
Projects



Managed
Cybersecurity Services



What Recession?

US Recession by year end

Stubborn Inflation Pressures

How bad will the Recession be?

White Collar workers laid off en masse

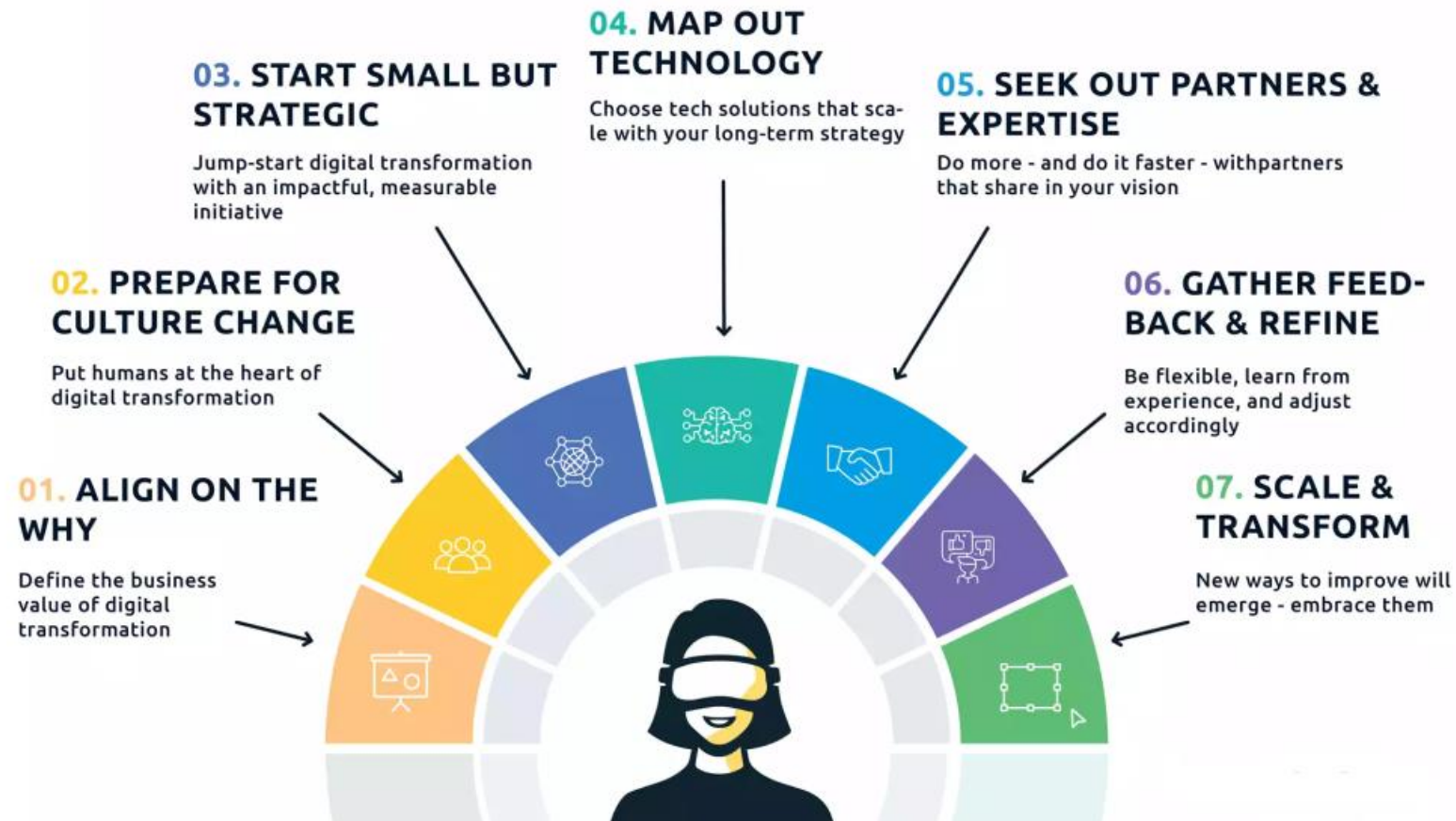
A recession is the only solution

"Fed has the worst problem in the world"

Digital Transformation Trends

DIGITAL TRANSFORMATION STRATEGY

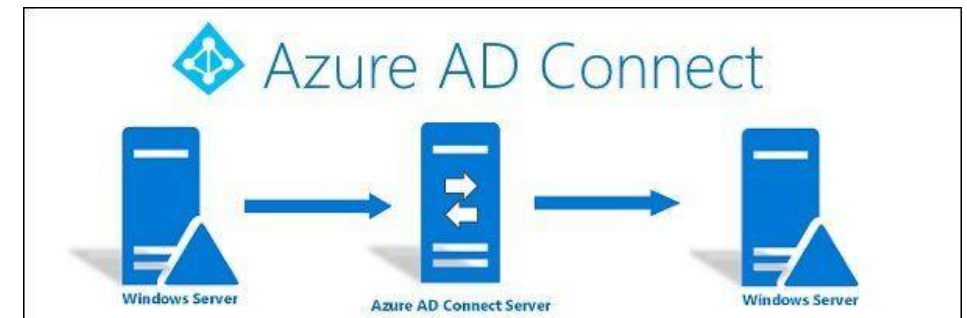
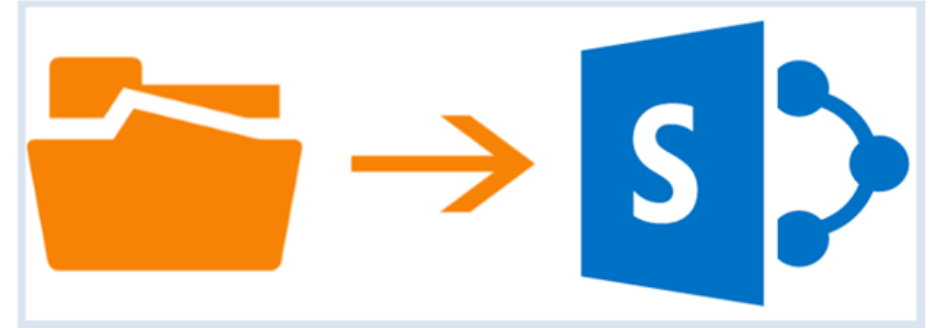
7 Essential Steps for Business



Cloud Migration

> Cloud Migration

- File Share Migrations to SharePoint/OneDrive
- Azure AD – Cloud-base AD
- Azure Cloud Servers & Virtual Cloud Desktops
- Cloud VOIP
- Work from Anywhere



Connected Workplace

> The Connected Workplace

- Microsoft 365 as the centerpiece of your online workplace
- Microsoft Teams as the communication hub for your business
- Tightly integrated SharePoint and OneDrive file access
- 3rd Party app integration
- Anywhere/Anytime/Any Device Access



Cybersecurity

- > Work from Anywhere requires new Cybersecurity Protections
- > Reliant & Resilient Digital Transformation requires a foundation of Cybersecurity
 - Digital Transformation without Cybersecurity = disaster
 - Cybersecurity can help meet Compliance
 - Cybersecurity can reduce risk

Summary

- > The Recession is coming so be prepared for it
- > Educate yourself on Digital Transformation and get started with easy projects like cloud migrations and enable work from anywhere
- > Use the Connected Workplace to increase collaboration with your team, whether they are in the office or working from home.
- > Don't forget about Cybersecurity. Make cybersecurity the foundation of your Cloud, Work from Home, and Digital Transformation strategies.

Q&A

> Any questions?

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