

QUICK GUIDE

MANAGED VS UNMANAGED

What's the difference and how does it impact your service? As a managed client, you empower Atomic Data to act as your trusted and primary IT resource. We'll go to bat for you and you'll have the support you need to arrive at the best technology outcomes possible for your business.

A RELATIONSHIP BUILT ON TRUST



As an Atomic Data managed client or enterprise, you trust us to advise you on your overall technology strategy. We'll collaborate to develop a future state IT roadmap specific to your business, harden your security posture, keep your data available, manage your IT infrastructure, and give you more restful nights.

KEY DIFFERENTIATOR	ATOMIC DATA	FULLY MANAGED CLIENT	MANAGED ENTERPRISE	UNMANAGED CLIENT
	Serves as the client's entire IT staff	✓	×	×
	Utilized as a strategic IT partner	✓	✓	×
	Leveraged for proactive maintenances	✓	✓*	×
	Leveraged for proactive vulnerability scanning	✓	✓*	×
	Needs client approval to begin remediation	×	×	✓
	Conducts business strategy meetings	✓	✓	×
	Serves as a frequent IT resource	✓	✓	×
	Develops future state roadmaps	✓	✓	×
	Provides holistic security consultation	✓	✓	×
	Can accelerate client's security posture	✓	✓	×

*Either the enterprise or Atomic Data may triage and resolve incidents.