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# Three Questions to ask:

1. Tell me about your current server infrastructure

a.       How many servers do you have?

b.      What technology are they running? Windows or Linux?

c.       How old are they?

d.      At what rate do you refresh your servers? 3, 4, or 5 years?

e.      What applications/workloads are you running?

2.  Where are your servers located? Are they premise, colo, or in the cloud?

3.  Would your team benefit from support or management of these servers?

A lot of customers find that managing hardware is not differentiating to their business and decide to repurpose IT headcount into responsibilities that increase revenue.

