



# Newsletter

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## SharePoint Provides Immediate Value to Small Business

### Pre-configured SharePoint Solutions are needed by Small Businesses

Portals have provided value to large businesses for the past several years but at a cost. For a portal to be of value to a business, it needs to be configured to meet their business needs. This has been accomplished in the past by a portal system being installed on-site and consulting and / or employees configuring the portal to run the key business processes used by the business. This is an expensive proposition to a small business and out of reach to many.

Before SharePoint hit mainstream adoption, service providers have offered pre-configured solutions to small businesses over the web. This ignited the growth of niche players like Salesforce.com. The services offered by Salesforce.com are now becoming part of the infrastructure and a common service needed by all businesses – it has reached general purpose status.

SharePoint is a platform that allows service providers to pre-configure solutions for vertical markets and when these solutions are hosted, the time to deployment is extremely short. Customers can start using the solutions and receive immediate value within the first day.

Hosted SharePoint provides great tools for collaborating and sharing documents but when a pre-configured SharePoint Solution is added it now become a business solution that translates into business value to help small businesses make money. ITUtility has built a Small Business Portal based on SharePoint and is seeing the benefits a pre-configured solution offers small businesses. Small businesses cannot afford to buy a server and pay for the installation of software and the work involved in just getting the portal installed and ready to be configured to their needs.

The Small Business Portal offered by ITUtility is hosted and focused on the core business needs of a small business: selling, managing projects and helping customers. The portal is pre-configured to be used by employees and managers to reduce the non-value added customization that normally needs to be done when setting up a new portal. The setup of the Small Business Portal is simple and requires only the names of the employees and managers to be added. The portal can be branded and personalized to the likes of the small business. In our experience in working with our customers, we have found that it is better to start with the standard base configuration and work with the product to understand how it can be leveraged to help run your business then look into making minor changes if required.

ITUtility is offering an introductory price for its new Small Business Portal under its PortalDesk brand and providing customers with a quick orientation session to get them up-and-running quickly to maximize the benefits that the Small Business Portal can bring to their business.

A hosted solution represents an opportunity to support the growth of your business without unnecessary expenditures. To learn more about PortalDesk, visit us at [www.PortalDesk.NET](http://www.PortalDesk.NET) or call 888.567.4886.

Software-as-a-Service (SaaS) continues to enjoy explosive growth as companies realize the added value that hosting providers bring with business-class e-mail, anti-spam, virus detection, remote accessibility and collaboration tools. ITUtility hopes you find the information contained here to be of value to you. Each quarter we will select a fresh topic that we believe is important to share and invite your comments and ideas for future issues.

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### About Us

ITUtility is a white label Software-as-a-Service provider for hosted solutions based on Microsoft software. Hosted solutions are delivered through a channel of value-added partners to small and medium-sized businesses as a subscription service that can be turned on/off like a utility.

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