

# Blog for MPA Networks

<https://www.mpa.com/blog.aspx?p=close-enough-know-small-enough-serve>

## Close Enough to Know You, Small Enough to Serve You

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If you've been reading our blog for a while, you know why we believe managed IT services are the smart choice over "going it alone" — particularly for a small business. Over the past few years alone, we've seen several major tech companies — some of the really big names — branch out into the outsourced IT space.

Of course, they have plenty of their own marketing muscle behind them, but before you become enamored with a "national brand," **ask yourself a few questions:**

- How many years of experience do they have with managed IT for small businesses?
- Do they have specific experience with the unique needs of my industry (i.e., regulatory compliance) and the know-how to custom-design and implement the best IT solution for me?
- Would they provide a knowledgeable, local IT specialist who'd meet with me in person whenever necessary?
- If something suddenly goes wrong, can I immediately connect with The Person Who Can Fix The Problem, or will I get what every customer of a large tech company dreads — a lengthy phone queue (along with that annoying music) followed by a dispassionate support rep who reads from a *script*?

31 years ago, we envisioned MPA Networks as a Bay Area IT services company dedicated to serving Bay Area customers. We knew how daunting new technology could be for financial services, law firms, healthcare providers and other local small companies — and how personal, one-to-one service was the best answer. From desktop systems to email networks, from smart phones to high-capacity servers and cutting-edge applications in the cloud, we've specialized in crafting optimal IT solutions that give our customers the productivity they need to compete in this tough business market.

From our centralized Belmont location, we can easily serve customers from San Francisco to San Jose. Because we're nearby (not in a different time zone — or continent), you can expect we'll be at our best when you need us most: normal business hours.

Another difference between MPA and the “big guys” is our individualized [MIS Manager Services](#). We can pair you up with an experienced MIS professional who'll be your one-stop, face-to-face contact, responsible for fulfilling all your onsite IT needs — whether improving your existing IT infrastructure or building a new network from the ground up, from system design to project management to day-to-day operations. We offer MIS Manager Services in conjunction with our [Reliable Networks Managed Services Program](#), our all-inclusive, flat-fee IT management package designed for small businesses. If you'd prefer to eliminate the pitfalls of IT to focus on your overall success, it's definitely worth a look.