



## **BTS Shows SMBs How to Trade Oversized Lease Agreements for New Technology**

*Leading Managed Technology Services  
Provider Advises Companies to  
Invest in their Future with Advanced  
Technology*

BIRMINGHAM, AL – August 2019 - BTS, a leading managed technology services provider (MTSP), announced today that the company is advising SMBs (small to mid-sized businesses) on how to fully leverage the benefits of a remote workforce, bolster employee satisfaction, reduce office space, while simultaneously strengthening the infrastructure of their organizations.

As the demand for remote workers continues to increase at an exponential rate, modern workplaces are noticing the shift towards more flexible, collaborative work environments. Highly educated organizations are positioning themselves ahead of this trend by investing in their technological infrastructure, so that they gain relevancy, attract top talent and secure their organizations for the future, instead of being caught holding onto the past.

“Whether you agree with remote workforce or not is inconsequential because it’s the future,” stated Roger Wentowski, President of BTS. “The real reason that remote working agreements are so controversial is because they highlight managerial and employee engagement issues. In other words, nothing can be swept under the rug, anymore. Management by proximity is being replaced by management through performance.

This is a knowledge gap in the market and we’re attempting to shore it up within the business community so that our customers know exactly how to use technology to bolster employee engagement and to get more out of their team.”

Most businesses understand the necessity of investing in cloud technologies, data backup, surveillance and other emerging technologies, yet one of the primary obstacles of adding infrastructure to a virtual work environment is the hefty capital expenditure associated to that new addition. In order to circumvent this challenge, BTS is advising businesses to shift their monthly operating expenses to align with the infrastructure of the future, a virtual work environment, instead of holding onto costly commercial leases. “If a business simply reduces their square footage by 25%, they can immediately afford whatever their organization needs to grow, whether that’s a security solution, cloud services, data backup or anything else they need to reach the next level. By doing so early, they’ll attract top talent who expect remote positions instead of becoming obsolete like the laggards who are in denial of this transition,” commented Wentowski.

Regardless as to whether a business owner agrees with or disagrees with the concept of remote working, it’s where the future is headed. Millennials are the driving force behind the trend and as millennials expected to become

75% of the workforce by 2025, the transition to a virtual work environment is inevitable at this point. Millennials now *expect* remote working opportunities and according to a global survey by PGI, “79% of knowledge workers, and 60% of remote workers in the survey said that if they could, they would leave their current job for a full-time remote position at the same pay rate.

### **ABOUT BTS TECHNOLOGIES, INC.**

BTS Technologies, Inc., (BTS) was founded on the philosophy of maintaining a profitable business by providing the best in telecommunication systems and services to our customers. The stated purpose of our company not only allows us to provide short term answers to our customer’s communication needs, but also affords us a longevity unsurpassed by the telecommunication industry in our region. We strive to provide quality materials, trouble -free installations and total communication services at a fair and competitive price that will allow us to maintain our business with quality employees. This policy insures the on-going system service and support that you deserve and expect. BTS Technologies, Inc. is located at 311 West Valley Ave, Birmingham, AL 35209. For more information on BTS please call (205) 942-6532 or visit <http://www.askbts.com>.