

Q&A with Will Foret, President of Spot Migration Co. providing Cloud, VoIP, Managed IT Services, Support, Consulting, Data Backup and Recovery for Global Companies



Will Foret
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Interview conducted by:
Lynn Fosse, Senior Editor
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CEOCFO: *Mr. Foret, would you tell us the philosophy behind Spot Migration?*

Mr. Foret: We are there to lubricate other people's businesses through IT. Our entire focus is on that. We are your entire IT department from level-one to CIO and all the things that go with it.

CEOCFO: *What is different in your approach?*

Mr. Foret: When we present and talk to our clients it is always to help them make a business decision, not a technology decision. We break it down for them in such a way that allows us to help them make the best business decision on their IT spend.

CEOCFO: *Would you give us an example?*

Mr. Foret: If it is a decision of buying a new server vs. going to the cloud, we do not talk about the technology stuff. We talk about what the benefits and pros and cons are of both sides of the table. We give our clients the option of going either way and give them the pros and cons of either choice and let them choose.

CEOCFO: *Do most clients appreciate that?*

Mr. Foret: It is like when you go to the doctor, you are going to have some people that are strong minded on one direction or another but they appreciate being given options because that way they have some basis for their decision. Many of our competitors will not give a choice, it is kind of my way or the highway. Our clients appreciate being given a choice as to which direction they go. It is just like when you are at the doctor's office and you do not want to be told that surgery is your only option when maybe just some medication or maybe even just working-out is the answer to their problem as well.

CEOCFO: *Would you tell us about the range of services you offer today?*

Mr. Foret: The biggest one which is our bread and butter is managed IT services. Our clients call us for IT support. We also do cloud so whether it is having all their IT in the cloud or just in part. We do IT consulting, phone systems, then backup and business continuity. It is different from backup and disaster recovery, we actually look at how much time it takes for them to recover and how it affects them to be up or down and we try to keep them up as much as possible.

CEOCFO: *What services are you offering that people are overlooking?*

Mr. Foret: Generally at some point they go with all of our services, we just do not force them to do it. We just show them the pros and cons. Most of our clients will go with our services if it makes sense and will leverage partnerships for the