The Sudden Shift to Remote Work is Driving Business for Tech Firms During COVID-19

According to survey of 500 professionals in the U.S. between March 13-23, 2020, ONLY 20% SAID THEY WORKED FROM HOME full time prior to COVID-19.

ONLY 41% SAID THEY HAD STRONG TECHNICAL CAPABILITIES around remote work and 72% of companies were definitely or probably planning to increase their investment in remote work capabilities moving forward from the pandemic.

The challenges companies said they were facing when it came to remote work?

- 42% needed better support options
- 41% had budget constraints
- 36% lacked the technical know-how among their workforce

To overcome these challenges, 67% SAID THEY WERE VERY LIKELY OR SOMewhat LIKELY TO EXPLORE THIRD-PARTY ASSISTANCE for building remote work capabilities.

That’s where solution providers come in.

A recent survey of 238 channel companies about the impact of COVID-19 showed that the sudden shift to remote work along with other moves for business resiliency are driving business growth.

IN FACT, ABOUT 75% OF TECH FIRMS ARE SEEING AN INCREASE IN BUSINESS OPPORTUNITIES.

For MSPs specifically, other new business opportunities are related to:

- General consulting: 53%
- Managed services or outsourced IT: 49%
- Communications, collaboration or A/V technologies: 44%
- Cybersecurity: 39%

Learn more about how tech companies are managing the impact of COVID-19 on business operations at covid19.comptia.org.