



## 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.

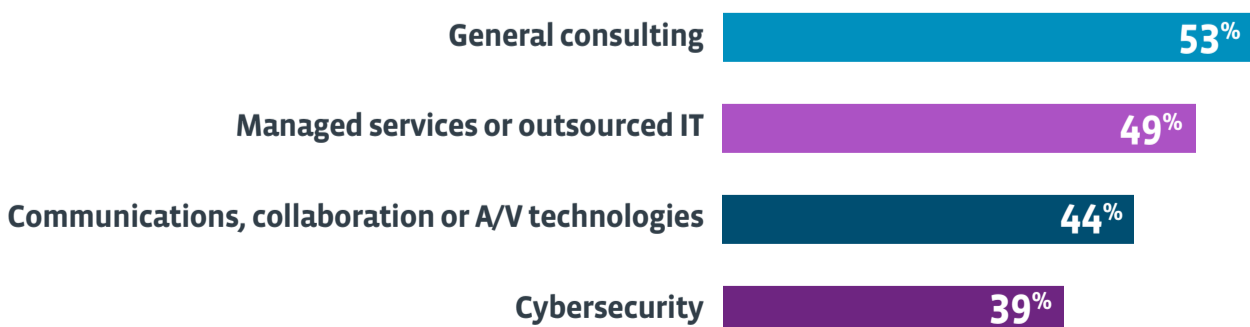
A recent survey of 238 channel companies about the impact of COVID-19 showed that the sudden shift to remote work along with other moves for business resiliency are driving business growth.

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

**38%**

of all respondents said the new business inquiries have come from shifting operations from on-premise infrastructure or applications to the cloud.

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



Learn more about how tech companies are managing the impact of COVID-19 on business operations at [covid19.comptia.org](https://www.comptia.org/covid19).