# 2026 Guide to Orange County Managed IT Service Pricing

## What Businesses Actually Pay

*No "Call for Quote" gates. Real numbers for Irvine, Anaheim, and the greater OC area.*

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# The Industry Won't Give You a Straight Answer, But We Will

If you search for IT pricing, you usually find contact forms. We are pulling back the curtain.

Based on current market rates in Irvine, Anaheim, Santa Ana, Costa Mesa, and Huntington Beach, here is the baseline reality for 2026.

## $100 – $250
### PER USER / MONTH

This is the standard range for small to medium businesses for comprehensive managed services. The exact cost depends on your specific tier.

# The Three Tiers of OC Managed Services

| BASIC | STANDARD | PREMIUM |
|---|---|---|
| **$75 - $125** per user/mo | **$125 - $175** per user/mo | **$175 - $250+** per user/mo |
| **Who:** 5-10 employees, retail/services, simple cloud needs. | **Who:** The 'Sweet Spot' for most OC businesses. | **Who:** Mid-sized or compliance-heavy industries. |
| ✓ Remote monitoring<br>✓ Business-hours helpdesk<br>✓ Patch management<br>✓ Antivirus<br>✓ Simple backup monitoring | ✓ Everything in Basic<br>✓ 24/7 helpdesk support<br>✓ Proactive security monitoring<br>✓ Vendor management (ISP/Phone)<br>✓ Cloud backup with tested restores<br>✓ Quarterly business reviews | ✓ Compliance support (HIPAA/SOC 2)<br>✓ vCIO / IT Strategist<br>✓ Priority response (<15 min)<br>✓ Threat hunting<br>✓ Dark web monitoring |

# See Where You Fit: Three Local Scenarios

## Scenario A: The Dental Practice (Santa Ana)

12 employees, heavy HIPAA needs.

**Result:**
Standard-to-Premium Tier

**~$150/user**

Total: $1,800/month

## Scenario B: The Manufacturer (Anaheim)

45 employees, multiple locations, specialized software.

**Result:**
Standard Tier + Add-ons

**~$135/user**

Total: ~$6,500/month

## Scenario C: The Marketing Agency (Costa Mesa)

8 employees, simple setup.

**Result:**
Basic-Plus Tier

**~$110/user**

Total: ~$880/month

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# Four Levers That Move Your Price Up or Down

## 1. Company Size & Complexity

Larger companies get better per-user rates, but complexity offsets savings. A single-site firm pays less than a multi-site practice.

## 2. Industry Compliance

Healthcare and Finance require specific controls and audits. Regulated industries cost more to support.

## 3. Infrastructure Health

Old servers or poor documentation equal higher initial "cleanup" costs. Modern systems mean lower risk and better rates.

## 4. Service Level (SLA)

The difference between 4-hour response and 15-minute guarantee. Premium SLAs cost 30-50% more but prevent costly downtime.

# The Compliance Premium Is Not Arbitrary

Regulated industries require specific security controls, audits, and policy management.

| Standard | Premium |
|----------|---------|
| HIPAA (Healthcare) | +$25 - $50 per user/month |
| PCI-DSS (Credit Card) | +$15 - $35 per user/month |
| SOC 2 (Tech/Data) | +$30 - $60 per user/month |
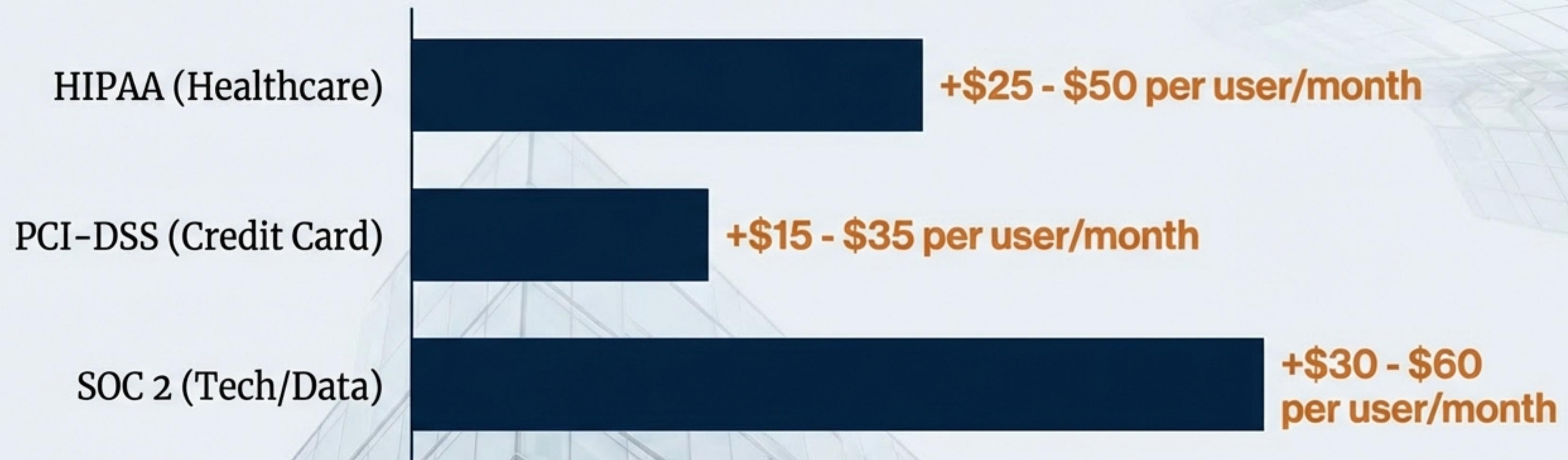
These costs cover extra labor for documentation, specialized security controls, and audit support.

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# The Hidden Costs Beneath the Monthly Fee



**Monthly Per-User Fee**

**Onboarding & Setup**
$1,500 - $5,000 (Small Biz) |
$5k - $15k (Complex)

**Projects & Upgrades**
Server replacements, office moves, and new software billed separately.

**3rd Party Licenses**
Endpoint protection ($3-8),
Security training ($2-5),
Email security ($3-6).

**After-Hours Support**
Often billed at 1.5x or 2x rates unless included in premium tier.

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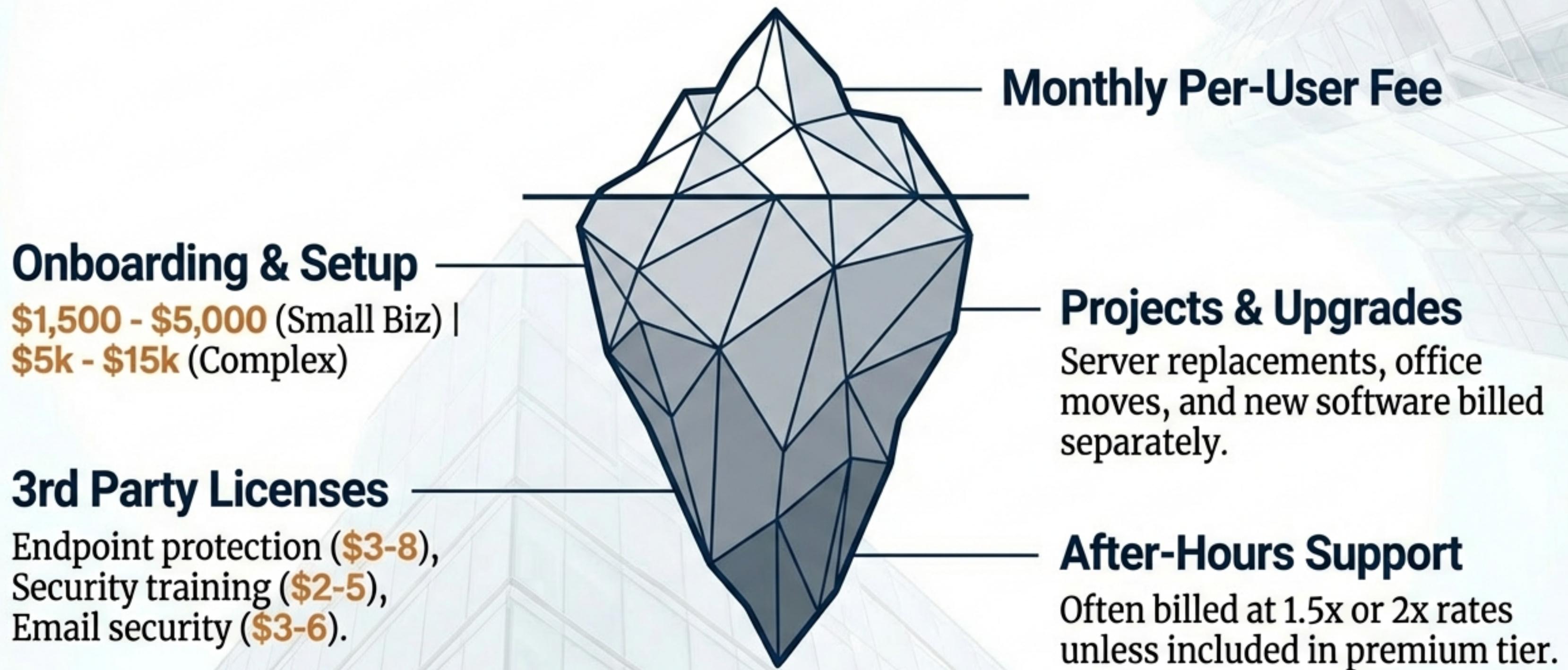
# The High Cost of the Low Bid

If a provider quotes $75/user when the market is $140, something is missing.

**Reactive Model:**
They fix breaks rather than preventing them.

**Understaffed:**
Slow response times when you need help most.

**Hidden Billing:**
They make up the difference by billing every task as a "project".

**Security Gaps:**
Outdated tools increase ransomware risk.

**Impact: "Savings" of $500/month vanish instantly when downtime costs $50,000 in lost productivity.**

# The Math: Internal Hire vs. Managed Team

## Internal IT Person

- Salary, Benefits, Vacation, Sick Days

## $6,000 - $8,500 / month

($70k – $100k / year)

Downside: Single point of failure.

## Managed IT Service

- Full team access, 24/7 coverage, diverse expertise

## $3,000 - $4,000 / month

(For a 20-person company)

Upside: Predictable cost, specialized experts.

# Do You Actually Need Managed IT?

## YES, if...

✓ You are reacting to problems rather than preventing them.

✓ Your "computer person" does IT part-time.

✓ You have faced security scares or compliance demands.

✓ You are growing and current support is too slow.

## NO, if...

● You have <5 employees.

✗ You use only cloud software.

✗ Your team is tech-savvy and can self-support.

Note: In "No" cases, **break-fix** might work, but you accept **higher risk**.

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# How to Compare Quotes Without Getting Confused

**1. Create a Requirements List**
Define employees, locations, and compliance needs *before* calling. Give every vendor the **same data**.

**2. Demand Detailed Line Items**
Look for specific breakdowns: **Base fee**, **Security tools**, **Backup storage**, and **Onboarding costs**. Don't accept vague bundles.

**3. Check Contract Terms**
Month-to-month offers flexibility. Annual contracts usually save **10-15%**. Watch for auto-renewals.

**4. Verify Industry References**
Ask references about response times during *actual* **emergencies**. Ensure they understand your specific industry.

# What Separates Excellent Providers from the Mediocre

## Proactive vs. Reactive

Good providers prevent fires; they don't just put them out. They test backups and patch software silently.

## Business Partnership

They speak business, not just tech. They plan for your growth and offer strategy, not just fixes.

## Transparency

They provide clear documentation, honest assessments of your infrastructure, and don't oversell.

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# Stop Guessing and Get a Real Assessment

Pricing depends on *your* environment. To get an accurate number, you need an assessment, not a guess.

## Schedule a no-obligation 15-minute IT Assessment

– We evaluate your setup.
– We identify immediate risks.
– We provide a detailed, tailored quote.

# (949) 379-8500  Technijian.com

No pressure. Just honest information.