How much does managed IT cost for a company with 30-40 employees in Phoenix?

For a **30–40 employee company in Phoenix**, managed IT services typically cost **$150–$250 per user per month** for fully managed IT, or **$105–$205 per user per month** for co-managed IT.

That means most Phoenix businesses in this size range should expect a monthly investment of roughly **$4,500 to $10,000**, depending on **security requirements, compliance needs, and the MSP's level of proactivity**.

The biggest factor in driving costs isn't the number of tickets closed - it's the effort spent preventing problems before they affect your employees' productivity. Coeus Consulting, a Phoenix-based MSP, understands this issue deeply.

Below is a clear breakdown of the factors that influence managed IT pricing in Phoenix, what you get at each level, and how to evaluate whether the cost is justified.

MANAGED IT COSTS:

Phoenix, AZ (30-40 Employee Company)

PER-USER PRICING	MONTHLY AVERAGE	FACTORS INFLUENCING COST
$105 - 250 / user	**$4,500 - $10,000+** / Month	Services Included (Helpdesk, Security, Cloud) Network Complexity Server Infrastructure Compliance Needs (HIPAA, etc.) On-site vs. Remote Support

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The 3 main factors that determine managed IT pricing in Phoenix

While every MSP prices slightly differently, most Phoenix SMB IT costs are driven by three core factors:

1. Number of users and devices

Pricing is usually based on a **per-user model**, not just devices. A 35-employee company with laptops, phones, and shared systems requires far more coordination and maintenance than a 10-person office.

2. Security level and compliance requirements

Businesses with HIPAA, nonprofit governance, or higher security expectations require:

- More monitoring
- More preventative maintenance
- More proactive security work

> Higher security = more proactive labor = higher cost.

3. Service delivery model (reactive vs proactive)

This is the factor most buyers overlook - and the one with the greatest impact on productivity and long-term costs.

Fully managed IT costs for 30–40 employee businesses

For Phoenix companies with 30–40 employees, fully managed IT typically ranges from: **$150–$250 per user per month**

At the lower end of the range, services usually include:

- Help desk support
- Basic monitoring
- Standard patching
- Baseline security

At the higher end, fully managed IT includes:

- Proactive system maintenance
- Advanced cybersecurity controls
- Strategic alignment and standardization
- Fewer issues reaching end users

> The difference isn't luxury - it's how much disruption your employees experience during the workday.

Co-managed IT costs (when you have internal IT)

For organizations with internal IT staff, co-managed IT typically costs:
$105–$205 per user per month

This model works best when:

- You have internal IT handling day-to-day tasks
- The MSP focuses on infrastructure, security, and escalation
- Proactive responsibilities are clearly defined

Co-managed IT becomes expensive when the MSP is still reactive. If your internal team is constantly firefighting, productivity suffers just as much as in a fully outsourced reactive model.

The proactive vs reactive productivity model (a simple thought exercise)

To understand why pricing varies so much, consider this thought exercise.

Imagine an MSP with 5 employees supporting your business.

Reactive model

→ 4 employees resolving tickets

→ 1 employee doing proactive work

→ Tickets close quickly and users are "happy"

But your employees are constantly interrupted by IT issues that could have been prevented.

> **Result:**
> Lower productivity across your entire company.

Proactive model

→ 4 employees focused on proactive work:

- Maintenance
- Patching
- Security alignment
- System standardization

→ 1 employee handling service desk tickets

Fewer problems ever reach your staff.

> **Result:**
> Higher productivity, fewer interruptions, and more predictable IT performance.
> This is why proactive MSPs may cost more per user - but often **cost less overall when lost productivity is factored in**.

How cybersecurity requirements change the price

Most Phoenix SMBs fall into one of three security tiers:

Minimum security	Recommended security	Advanced / compliance-driven security
• Risk-tolerant businesses • Lowest cost, highest exposure	• Most professional SMBs • Balanced protection and productivity • Moderate cost increase	• Medical practices, nonprofits, regulated organizations • Highest proactive workload • Highest cost - but lowest risk

> Security pricing isn't arbitrary. It reflects how much proactive effort is required to keep systems secure and stable.

Real Phoenix Example: Tempe Tourism

Tempe Tourism, a vital marketing firm for the city, plays a crucial role in showcasing Tempe, Arizona, as a premier destination for both leisure and business. Leveraging IT outsourcing became the preferred model after the firm faced several challenges hiring and keeping value engineering talent.

By moving to Coeus Consulting's proactive managed IT services:

- Ticker volume dropped significantly
- Employees experienced fewer disruptions
- Security posture improved
- Overall, employee productivity increases

The monthly cost for leveraging a proactive managed IT remained higher, however, Tempe Tourism gained back far more in employee time and operational stability.

TEMPE TOURISM

Why Phoenix businesses choose Coeus

Phoenix SMBs choose Coeus because we focus on prevention, alignment, and productivity, not just ticket resolution.

📘 Proprietary service delivery framework (**the Coeus Codex**)

🛡️ Proactive maintenance and security alignment

🤲 White-glove support experience

🏅 **100% customer satisfaction (CSAT)**

⭐ **47 5 Star Ratings on Google Reviews**

📍 Focused on Phoenix and the Southwest SMB market

> Our goal isn't to close tickets faster - it's to make sure your employees don't need to open them in the first place.

Who in Phoenix trusts Coeus Consulting?

Miller Wholesale Lumber - Coeus Consulting
Tempe Tourism - Coeus Consulting
Berge Automotive - Coeus Consulting

Contact us

Coeus Consulting is the premier IT consulting firm powered by AI for managed IT, cybersecurity, compliance, and cloud solutions. We proudly serve the small to medium business community across the Southwest powered by our Codex framework.

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