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A Digital Revolution in your Brokerage firm.

Technology is the life support machine for businesses all over the globe, many wouldn't be open without it.

What is a Digital Revolution?

In the modern world technology holds the limelight. It has become integral to every aspect of our lives, from the moment we wake up in the morning to the second we go to sleep it is there assisting us and generally making life easier. Our reliance on it has risen to all new heights over recent years - Statista say "According to a survey held in 2020, the average Briton had access to more than nine connected devices". That number has risen further over the last year, partially due to the pandemic, with everyone spending more time with our devices than we once did. And the better the abilities of tech get the more devices we will have.

It was always going to happen anyway – but the onset of Covid-19 simply sped up the process and really opened our eyes to the abilities of technology in assisting us to work from a remote setting - with levels of collaboration, communication, and productivity that can rival even the office environment. Technology is the life support machine for businesses all over the globe, because many wouldn't be open for business today without it.

What do we mean by Digital Revolution?

A Digital Revolution involves a Digital Transformation. A Digital Transformation is the process of choosing the correct digital technology for your organisation and adopting it successfully – it should remove manual process wherever possible, transform services, and replace older – no longer capable or efficient – tech.

A Digital Transformation takes preparation! Don't just dive in head first, but take your time weighing up the potential impact on your business and team – both operationally and legally. This being said, not having one at all could be disastrous for your business - the service you offer your customers won't be of the same quality as your digitally advanced competitors, your team may not be able to guarantee a good quality of service, and the general running of your business will suffer – all, in turn, effecting the amount of profit you are realising.

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The daily challenges faced in...

Before purchasing anything or even considering which tools may be good for you and your team, you need to take time to explore within your company processes. You need to understand the challenges that you and your team face daily, even look at other similar businesses and find out what challenges they face and how they solved them.

By taking your time and doing this correctly, you can be confident that, when you do purchase new tools, they are the best ones for the job.

Maintaining up-to-date property information

Standard, legacy, traditional IT

Care of sensitive information

Compliance Obligations

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...a Brokerage firm.

Maintaining up-to-date property information

A lot of Brokerage firms leave their brokers and marketers spending a lot of their valuable time in their workday updating information in spreadsheets and databases that are not inter-connected to anything else. This can cause a lot of anxiety for your brokers, especially whilst they scramble to be sure that the information they are relaying to clients and buyers is accurate.

Standard, legacy, traditional IT

A lot of the time the traditional IT that is still used within an organisation was – once upon a time – the right IT for the job, but, as we said earlier in the article, IT is constantly changing and (due to its usage growing at such a rate) its evolution has increased in pace to a point where some have simply been left behind. Some firms are stunting the capabilities of their professionals by leaving them with dated, unfit tools.

Care of sensitive information

Every business in the world holds some sort of information about their clients, most common of which is contact numbers, addresses, or bank details – you are responsible for its protection and prolonged safe storage. This is a big responsibility - you should always have the care of sensitive data at the very forefront of your business concerns.

Regulatory and compliance obligations

Every business in every industry has regulations which they must lawfully adhere to. All of them have rules and regulations that are traditionally unnecessarily difficult to understand and comply with, but it is essential that you do or else you could face a stringent penalty or – in the worst-case scenario – severe legal ramifications.

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The potential benefits.

Technology has not only consumed our lives at home but that reliance has also spilt over into our work lives. Due to advancements in technology over recent years and the sudden arrival of Covid-19, business owners all over the globe are beginning to realise what their teams may be capable of when they have the right digital tools for the job.

The sudden adoption of remote working teams that was forced upon many when the pandemic began has resulted in some business owners being enlightened to the capabilities of tech. Technology has the power to solve some of the fundamental challenges that your organisation is facing daily. We refer to this as a Digital Transformation, which we explored in detail in our previous article 'A Digital Revolution in your Brokerage firm – What is that?'.

But what are the potential benefits of a Digital Transformation?

Improved team well-being.
It can be challenging to keep your team's morale at productive levels if they are using poor IT.

Commercially beneficial.
If your team are using tools that work correctly then they are going to be happier, leading them to work harder and therefore produce more, better quality, work.

Flexibility.
Modern tech is designed to be flexible – it will have the ability to scale up and down according to the requirements of your organisation.

Regulatory Compliance.
If best security practice is always used when operating the new system, you can be confident that you are always compliant.

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The options on the market.

Let's now take a look at the options that are out there.

A Cloud-based file server.
A Cloud-based file server is the future of business IT. A Cloud-based file server is a virtual server (rather than a physical server) running in a Cloud Computing environment and is perfect if you have specific applications or databases that need hosting.

Cloud-based file sharing system.
Cloud-based file sharing (online file sharing) is a system in which a user has their own storage space on a server, and everything is carried out over the Internet. It is a good system and has its benefits, but it can be difficult to implement a security protocol or information when needed ethos surrounding your and your clients' data due to user permissions not being ring fenced.

On-site file server with a VPN/Remote Desktop Connection.
A VPN (Virtual Private Network) / Remote Desktop connection is a viable option for some, with its ability to perform anonymous information transactions, but, for the less technically familiar/ able, some find it difficult. It is also, unfortunately, completely reliant on a stable and unfaltering internet connection and constant device support.

SharePoint implementation.
SharePoint by Microsoft is continually growing in popularity (as an accumulation of SharePoint within Microsoft 365's range of tools) and is a more than capable set up for many. Businesses all over the globe are using Microsoft's suite of tools somewhere in their organisation, making this the logical choice for the majority. With SharePoint your team can access documents from anywhere.

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A Smooth Transformation.

Our team of experts will assist you in adopting the right tools for your Brokerage firm. We will implement and maintain the tools to guarantee the advanced levels of data security, communication, and efficiency necessary within your business to be successful.

Security should never be perceived as a luxury, but should be an essential part of protecting any business in the digital age - therefore we take a security-first approach, and it is this, along with our expertise in modern interactive tools, which allows us to make a guarantee to you that your communication and levels of efficiency will increase, in turn allowing you and your team to be more productive.

A smooth transformation for your organisation

We go above and beyond in helping our clients and their teams get much more value from their technology by providing knowledge and training whenever needed. We will educate your employees to ensure they are capable of applying their best efforts to guarantee the security and prolonged success of your organisation.

We guarantee that our clients always come first, with a straightforward approach that reinforces a strong relationship between our team and yours. Contact us now and find out how we can help your business move into the future with a capable team and the correct tools.

Please book a **free, no-obligation discovery call** with an expert member of our team today.

Click here to book your free discovery call.

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VaraTech London
Unit 6, Sheraton Business Centre,
Wadsworth Close, Perivale,
London, UB6 7JB

VaraTech Manchester
37 Wood Street, Ashton-Under-Lyne,
Manchester, OL6 7NA

0203 920 8886 | varatechuk.com