

## The Utility Company® Announces 3-Year Managed IT Services Contract with Metcalfe Realty Company

### Mid-Market Companies Rapidly Adopting Virtual IT Department Approach

**January 29, 2010 - Ottawa, Canada** – The Utility Company, a leading provider of virtual IT service and support, today announced Metcalfe Realty Company, one of Canada’s largest and well-established property management and real estate developers, has signed a 3-year managed IT services contract.

Metcalfe Realty Company Ltd. has met the growing needs of Canada’s major markets since 1949. As a full service developer, Metcalfe along with the Fuller Construction Group of Companies, offers expertise in every area of commercial real estate: leasing, marketing, project finance, tenant coordination, operations and maintenance. At every stage, experts from the company’s four divisions - Leasing, Construction, Operations and Finance - work together to meet the complete property requirements of a varied clientele.

“Metcalfe Realty and the Fuller Group represent a cornerstone customer for The Utility Company as we move more into the mid-market,” stated Mark Scott, president and founder of The Utility Company. “We went through a detailed request for proposal (RFP) and competitive bid process along with an extensive due diligence by their finance and operations team.”

The Metcalfe managed service agreement includes end-to-end proactive management of network, desktop and security infrastructure, with pay-as-you-go remote helpdesk support through 1-866-My-Utility Per Minute. The Per Minute option for end-user desktop and Smartphone support provides Metcalfe with the flexibility to determine their actual helpdesk support usage over time. The service also includes a monthly ‘virtual CIO meeting’ to discuss executive summary reports on all aspects of their IT and includes network and security performance, key service metrics and trend analysis. A complete case study on Metcalfe Realty Company is available at [www.theutilitycompany.com/success](http://www.theutilitycompany.com/success).

“We were referred to The Utility Company by our auditors late in the RFP process,” stated Nancy Patterson, controller of Metcalfe Realty Company. “Their efficiency and security message along with their virtual IT department approach resonates well with me as a finance person. Even better, their service delivery has been responsive, proactive and very professional – they are a definitely a new and better type of IT service provider.”

For more information on Connected Office® and our virtual IT department approach please visit [www.theutilitycompany.com](http://www.theutilitycompany.com) or email [CO@theutilitycompany.com](mailto:CO@theutilitycompany.com).

### About The Utility Company®

The Utility Company® is a leading provider of virtual IT service and support for small and medium-sized businesses, delivering the required hardware, software and service for a monthly fixed fee per user. Our Connected Office® service program provides a single point of contact to deliver and manage technology, communications and vertical line of business applications – **95% Remote; 100% Proactive**. Customers are supported by local Utility Service Providers delivering on-site service and business-technology consulting to reduce spending and increase utilization – our Beyond Managed Services® franchise opportunity is available by prospectus only. Learn how to make technology work for your business today at [www.theutilitycompany.com](http://www.theutilitycompany.com).



### Green IT - FINALLY.

The Green IT logo represents our commitment to reducing the environmental impact of information technology in the business world. The Utility Company, along with our Utility Service Providers, partners and suppliers all share a common goal of reducing energy consumption, reducing pollution, recycling and eliminating waste. *Because your carbon footprint matters.*

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