



# The Role of TSPs in Changing the Future of Work

SMBs are increasingly relying on TSPs to help them adapt to the evolving workforce and improve their productivity and efficiency. So, why is this important?

SMBs make up a large sector of American businesses



**99.9%** of American businesses are considered small

The amount of SMBs in the US is expected to grow by **20%** by 2025



SMBs employ **over 46%** of the private sector workforce in the US

It's estimated that SMBs will spend **\$1.45 trillion** worldwide on IT in 2023

TSPs are making it easy for SMBs to securely grow and evolve—and they're willing to spend to make that happen.

Over **80%** of SMBs\* are devoting

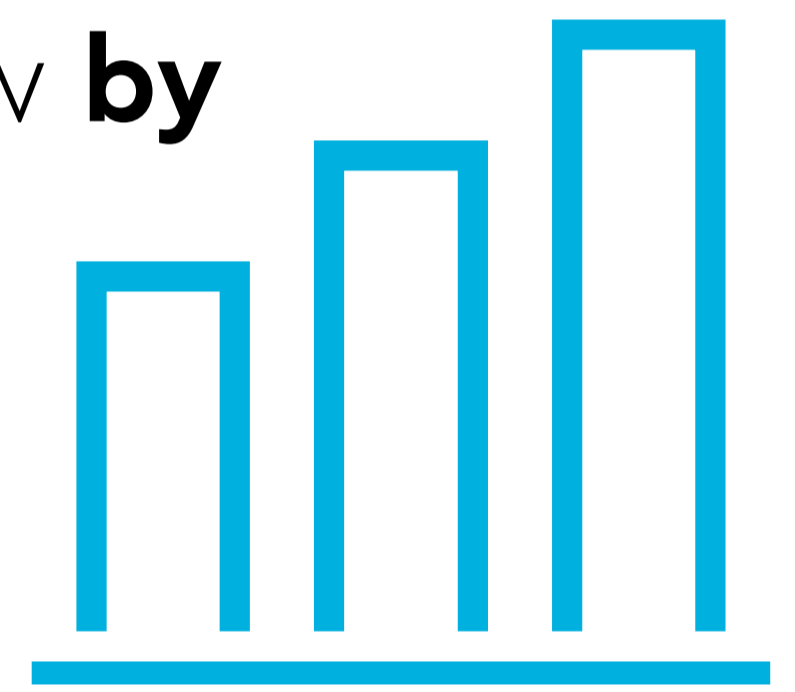


**20%** of their annual budgets toward managed services

Untapped Potential: MSPs and the SMB Market 2026 Outlook  
\*in North America, Europe, and Asia-Pacific

IT spending by SMBs is expected to grow by

**8.3%** by 2027

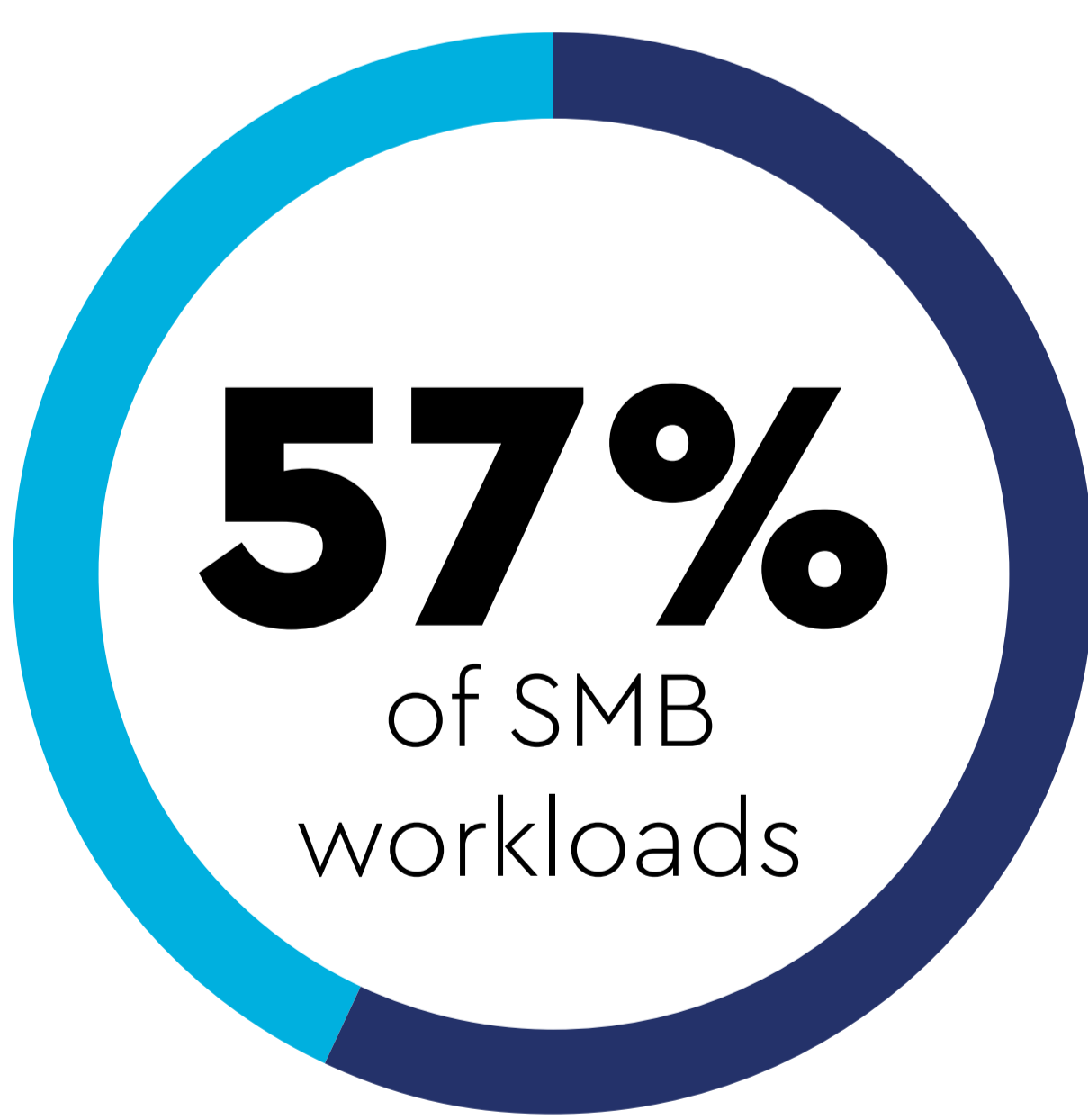
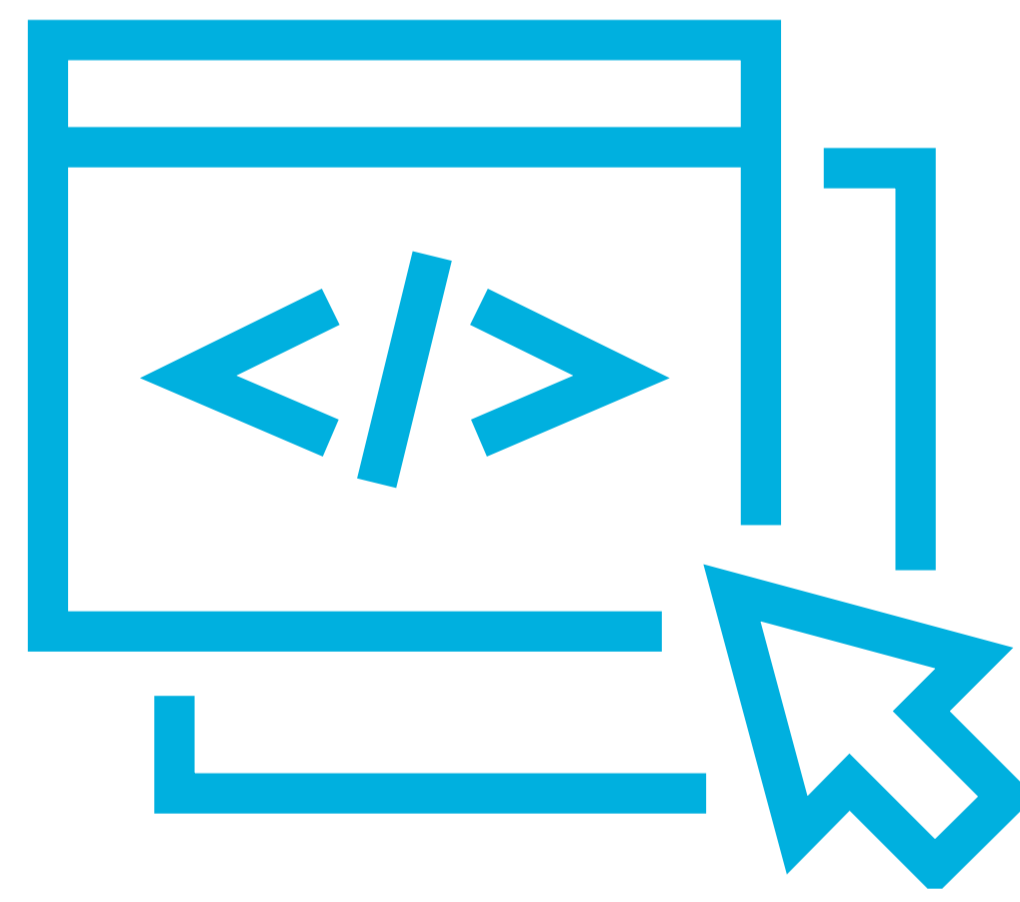


SMBs are looking to TSPs to provide the IT software and solutions they need to operate and scale their business

When it comes to IT, SMBs are prioritizing cybersecurity, cloud computing, and talent above all else. This comes as no surprise, considering:

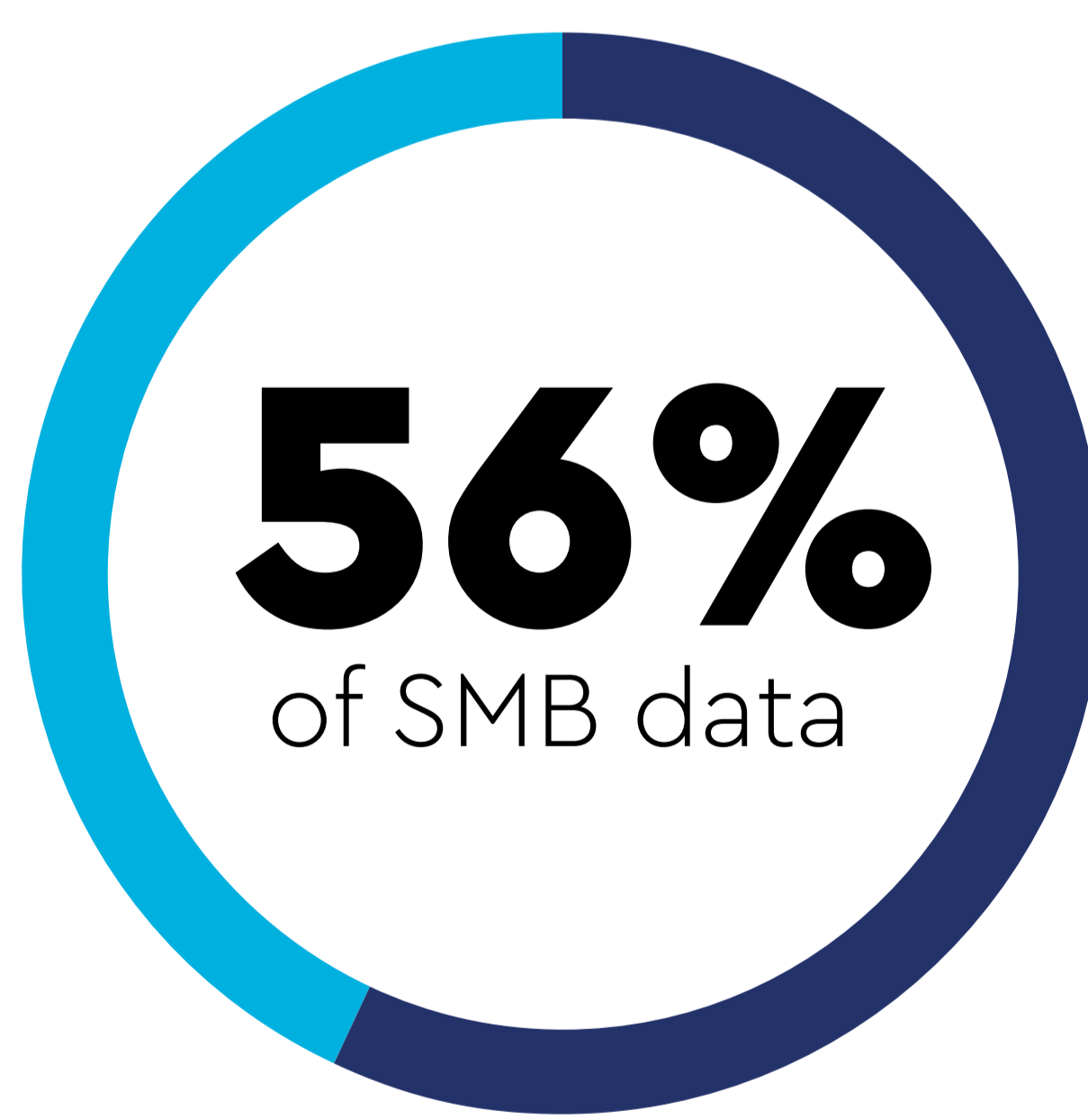
**38%**

of SMBs already use specialized software to operate their business



**57%** of SMB workloads

&



**56%** of SMB data

already resided in public clouds in 2022—and both of these numbers are set to increase **by 6% or more in 2023**



**78%**

of SMBs are set to increase investment in cybersecurity in the next 12 months

The State of SMB Cybersecurity in 2022

As a TSP, you have the opportunity to help SMBs succeed in the future of work.

By providing managed IT services, you can help SMBs:

- 1 Protect their data and systems from cyberthreats
- 2 Migrate to the cloud and take advantage of the benefits of cloud computing
- 3 Deploy the latest technology and software to improve their business processes
- 4 Get the support they need to keep their IT systems running smoothly

**Ensure your business is a step ahead of the rest**

Learn more about how you can help SMBs succeed in the future of work when you download the Untapped Potential: MSPs and the SMB Market 2026 Outlook eBook.

[Download the eBook](#)