

# FAQs

Here, you'll find answers to the most commonly asked questions about Freeman Clarke. If you can't find what you're looking for, please drop us an email and we'd be delighted to help: [contact@freemanclarke.com](mailto:contact@freemanclarke.com)

## + Why fractional?

Many mid-market businesses don't need, don't want, or can't afford a full-time CIO or CTO. Our fractional model provides a Board/Exec-level service at a fraction of a cost.

## + I've already got an IT Manager, so how will this work?

This is a common situation with our clients, and it's never been a problem. In addition to their commercial and technology expertise, our Principals are experienced managers who know how to navigate such issues with tact. They are there to provide leadership and team development, not put anybody out.

## + Onsite or virtual?

We favour on-site. We want to see and hear how the business runs and get to know the stakeholders, from the other Board members to data entry and the like. It's often the casual conversations that unearth other ways to improve a business and add value. In our experience, solid relationships pave the way to transformational change.

## + How long is a typical engagement?

As long as you want us – many of the companies that helped launch our business are still our clients! Often we're retained on an ongoing basis for your peace of mind. We don't lock in our clients, so our people deliver value from day one – guaranteed.

## + How much does it cost?

We're priced for the mid-market. We have the best people in the business, and you can access them at a rate that is more affordable than you think. Also, it's fixed: we genuinely become embedded in your business rather than 'land and expand'. Bottom line: it's more than an independent consultant, but more competitive than the larger consultancies.

Continued...

## + Do I get to interview multiple people?

If you prefer. Some people want to see a few of our recommendations. But we know our Team well and are experienced at introducing you to the right person for your business needs and culture. We understand the importance of having the right fit.

## + Do you have the relevant experience in my sector?

Yes. With over 85 Board-level technology leaders, we have deep experience in every sector. You will also have access to more experience than anywhere else. Our Team collaborate and knowledge-share regularly, so when you engage one IT leader you're actually gaining the institutional wisdom of our entire organisation. **You can see our IT leaders discussing their experience [here](#).**

## + Why is Freeman Clarke different from a recruitment firm?

First, we already have a Team of vetted, exceptional IT leaders; we're not just collecting CVs and sending them on. Second, our Regional Directors work to understand your business, so you don't have to write a tedious brief. Third, we recommend the right person, so you don't have to pore through a longlist and shortlist. Finally, you are always in control. The IT leader you choose is backed by the entire Team and guaranteed by Freeman Clarke, so you're not taking on risk.

## + Who have you worked with before?

See our [Client Stories](#) to learn more about how we help mid-market businesses streamline and drive growth with technology.

FREEMAN  
CLARKE 

The largest and most experienced team of fractional IT leaders for the mid-market

[www.freemanclarke.com](http://www.freemanclarke.com)