

# 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 C-suite IT leader at a fraction of a cost.

## + I already have 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 prefer on-site. We want to see and hear how the business runs and get to know the stakeholders – the other executives, data entry, middle management. In our experience, solid relationships pave the way to transformational change, and it's often the casual conversations that unearth new ways to improve a business and add value.

## + How long is a typical contract?

As long as you like. 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. Many of the companies that helped launch our business are still clients!

## + 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 less than a large consulting firm.

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## + Do I get to interview multiple people?

If you prefer. Some clients want to meet with 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 more than 85 technology leaders, we have deep experience in every sector. You also will have access to more experience than anywhere else: our team meets regularly to collaborate and share knowledge, so when you hire one IT leader, you're gaining the institutional wisdom of our entire organization. **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 resumes to dump on your desk. Second, our Regional Directors work to understand your business, so you don't have to write a complicated 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.

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

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