

# Pro IT NW

Senior US-based bench for Microsoft consulting firms. Path A: labor-only, vendor-neutral, no resale.

Seattle HQ · USA-wide remote delivery · proitnw.com · 1-866-611-3533 · mat@proitnw.com

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## How prime consultancies pull us in

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Your firm wins Microsoft project work and needs senior bench you can not always carry full-time. Pro IT NW operates as your subcontractor — your client-facing brand, your methodology, your project plan, our senior engineering depth. Named engineer per SOW at signature, no offshore handoff, no bait-and-switch from senior closer to junior delivery.

### Three patterns we see most

**Pre-sale technical second opinion** — 4 hours, fixed fee. Senior architect on your technical deep-dive call to help you win the deal.

**Surge architect** — 4 to 8 weeks, T&M. You lost a lead architect mid-engagement or your pipeline ran 50% hot for the quarter. We step in on a Friday, hit your project plan Tuesday.

**Specialization co-delivery** — 6 to 12 weeks, fixed fee. CMMC L2 pre-assessment, GCC High deployment, AD Tier-0 hardening, Copilot Readiness — narrow depth your generalist bench does not staff.

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## Practice areas

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**Microsoft 365 & Hybrid Exchange** — Tenant-to-tenant cutovers · Hybrid Exchange decommission · SharePoint and OneDrive permission cleanup · Teams Phone deployment · M365 modernization

**VMware Exit & Server Modernization** — Hyper-V, Azure, Azure Stack HCI, Nutanix, Scale Computing · Windows Server 2019 EOS upgrades to Server 2025

**Identity, Security & Compliance** — Active Directory Tier-0 hardening · Entra ID hybrid + Conditional Access · Microsoft Defender XDR + Sentinel · Microsoft Purview · Intune · GCC High and CMMC Level 2 · HIPAA-tier configurations

**Copilot Readiness & Governance** — Tenant assessment · Restricted SharePoint Search · Purview DSPM for AI · sensitivity label rollout · Copilot user enablement

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## Rate

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Senior architect rates, not body-shop pricing. We staff senior-only, so the rate sits well above the mid-tier subcontractor market — that is the cost structure behind the named-engineer, no-bait-and-switch model. CMMC L2, GCC High, AD Tier-0, and incident response price at the upper end. We share the current band on the 15-minute fit call and lock it per SOW.

Multi-month engagements over 200 committed hours negotiate to a blended rate. Travel caps per SOW. No platform fee, no time-card minimums. 1099 sub or W-2 sub structure both available.

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## Why subbing through Pro IT NW is different

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**Zero co-sell conflict.** We carry no Microsoft Solutions Partner badges. Your designations stay yours. Your co-sell credit stays yours.

**Mutual no-poach, mutual no-market.** Standard sub-MSA terms include 12-month restrictions on Pro IT NW marketing to your client, plus mutual no-poach covering staff and bench. We are not a wedge into your book of business.

**Your paper or ours.** Sub-MSA + mutual NDA template ready to send. If your firm has a preferred template, we use yours. Three-business-day redline turnaround.

**Same engineer scopes and delivers.** No bait-and-switch. No anonymous resource-pool substitution. The named engineer at SOW signature runs the SOW.

**US-based, no offshore.** No India bench, no Latin America bench, no global staffing arm. Senior engineers in the US.

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## How to engage

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1. **15-minute fit call.** Your delivery lead + Mat. Confirm practice-area fit, paper expectations, send sub-MSA the same week or part friendly.
2. **Sub-MSA + mutual NDA.** Pro IT NW sends a template that day or signs yours. Three-business-day redlines. Both signed before first SOW.
3. **SOW per engagement.** Scope, named engineer, hours estimate, fixed-fee or T&M rate.

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