

IT Invoice Audit:

Florida Man Limited

Prepared By Four Winds IT Date March 2026 Company Size 38 employees / 42 devices

This is a sample audit. Send us your actual IT invoice and we will return findings like these within 48 hours -- no charge, no meeting required.

01 SUMMARY

INVOICE REVIEWED **Fleece & Associates Managed Services, February 2026**
 MONTHLY SPEND **\$6,940 / month (\$83,280 / year)**
 POTENTIAL SAVINGS **\$1,256 to \$1,473 / month identified (\$15,072 to \$17,676 / year)**

SUMMARY

Three findings: hardware marked up 38% with a separate setup fee on top, four software fees stacked above the base per-seat rate, and backup that silently grew \$340/month over the past year with nothing new added. Combined: \$1,256 to \$1,473/month that should not be on this invoice.

02 FINDINGS

FINDING 1 Hardware Markup (38% Above Vendor Cost) + Per-Device Setup Fees

IMPACT **~\$434 to \$651 / mo**

WHAT WE FOUND

8 workstations at \$1,656 each. Vendor cost: \$1,200. That's a **38% markup per unit**, plus a separate \$195/device "Setup & Configuration" fee (\$1,560 total) billed on top.

WHAT FAIR LOOKS LIKE

Four Winds passes hardware at vendor cost with zero markup. Setup is included in the per-device fee. One price, one line item.

WHAT IT MEANS

You're paying twice to get a computer to your desk -- once in the markup, once in the setup fee. Neither was disclosed. The markup is invisible unless you know what to look for.

ANNUAL IMPACT

On an 8-device refresh: **\$5,208 / year**. On 12: **\$7,812 / year**. The 10-device midpoint is **\$6,510 / year** -- all avoidable.

FINDING 2 Double Dipping: Platform Base Fees + Microsoft License Management Markups

IMPACT **\$482 / mo**

WHAT WE FOUND

Four fees stacked on top of the \$75/seat base:

Support Platform Base Fee	\$150/mo
Security Software Platform Base	\$125/mo
M365 "Mgmt Fee" (\$1.50 x 38 users)	\$57/mo
EDR Platform Management Fee	\$150/mo

WHAT FAIR LOOKS LIKE

Four Winds charges no platform base fees. Microsoft 365 at vendor pricing only. Security software billed at actual license cost -- no management markup layered on top.

WHAT IT MEANS

Platform fees charge you for software your provider needs to do their job. The M365 "management fee" adds \$1.50/seat on top of what Microsoft already charges. Your real per-device rate is closer to \$87, not \$75.

ANNUAL IMPACT

\$482 / month = \$5,784 / year in fees that are either already covered by a fair base rate or pure markup on licenses you're already paying for.

FINDING 3 Per-GB Backup Pricing (Up \$340 / Mo in 12 Months -- No New Devices Added)

IMPACT **\$340+ / mo and growing**

WHAT WE FOUND

Backup at \$0.22/GB. Current bill: \$870/mo. Same line item was \$530/mo twelve months ago -- **\$340 more per month**, no new employees, no new devices.

WHAT FAIR LOOKS LIKE

Flat-rate backup. What you pay month one is what you pay month 36 -- no surprises as data grows.

WHAT IT MEANS

Per-GB pricing is a variable bill with no ceiling. Your provider has no incentive to keep it down. Most clients don't catch it until they pull two invoices side by side.

ANNUAL IMPACT

\$340/month already gone to silent growth in the last year alone. At this pace: **\$4,080+ / year** and compounding.

03 YOUR NUMBERS VS. INDUSTRY BENCHMARKS

Category	Florida Man Limited	Industry Average	Four Winds Equivalent
Per-device support	\$87 effective / device after platform fees	\$75 to \$150 per user or device	\$75 / device -- monitoring, patching, updates, and device troubleshooting included
Hardware markup	38% above vendor + \$195 setup fee / device	20% to 50%+ markup; setup fees \$100 to \$250 / device common	\$0 markup; setup included in per-device fee
Backup pricing	\$0.22 / GB -- \$870 / mo and climbing	\$0.15 to \$0.25 / GB, grows automatically	Flat rate -- predictable every month
Software platform base fees	\$275 / mo across 2 stacked platform fees	\$100 to \$175 per platform fee on top of base	None -- no platform base fees, ever
Microsoft license markup	\$1.50 / user / mo "management fee" (\$57 / mo)	\$0.50 to \$2 / user / mo surcharge is common	Vendor pricing only -- no surcharge
Security software	License cost + \$150 / mo platform base fee	\$100 to \$175 / mo platform base fee common	Actual license cost only -- no platform base fee
Offboarding cost	\$2,800 per contract (clause confirmed)	\$1,000 to \$3,500+	\$0 (you're not our hostage)
Total monthly spend	\$6,940 / month	--	~\$4,660 / month (same 42 devices, same stack)

\$15,072**Conservative annual savings estimate for Florida Man Limited.**

Based on hardware markup and setup fees, stacked platform fees, Microsoft license surcharges, and per-GB backup growth. Upper range reaches \$17,676 / year depending on refresh volume.

04 WHAT WE WOULD RECOMMEND

- > Ask your provider in writing what their hardware markup policy is before signing off on any purchase. If they can't give you a straight answer, that answer is yes.
- > Request an itemized breakdown of every platform and management fee. Any fee not tied to a software license you chose to buy is worth challenging at renewal.
- > Ask to see your Microsoft 365 pricing against vendor invoice cost. If the numbers don't match, you're paying a surcharge that was probably never disclosed.
- > Request flat-rate backup pricing. If they won't offer it, get a competing quote. The per-GB model has no ceiling and only benefits them.

05 GET YOUR AUDIT

Want to see what your actual invoice looks like?

Send us a recent IT invoice. We will mark it up, find what we find, and return a report like this one within 48 hours. No charge. No meeting required. The report is yours either way.

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