

# DANNY GUZMAN

## IT Consulting & Advisory Services

Fractional IT Leader · Security & Compliance · Cloud Infrastructure

I help small and mid-size businesses build secure, compliant, and operationally sound IT environments — without the overhead of a full-time IT department.

🌐 [dannyguzman.com](http://dannyguzman.com)    ✉ [danny@dannyguzman.com](mailto:danny@dannyguzman.com)    📞 (840) 262-9148

### WHAT I DO

01

#### Compliance & Audit Readiness

SOC 2, HIPAA preparation, policy development, third-party audit coordination, and continuous compliance monitoring via Drata.

02

#### Cloud Migration & M365 Setup

Google Workspace to M365 migrations, Azure AD / Entra ID configuration, Intune endpoint management, and cloud infrastructure design.

03

#### Security & Zero Trust

Security posture assessments, zero trust architecture, endpoint hardening, phishing simulation, and penetration test coordination.

04

#### Fractional IT Leadership

Part-time IT Manager or vCIO — owning your IT roadmap, vendor relationships, and technology strategy on a flexible engagement basis.

05

#### IT Cost Optimization

Full stack audits, SaaS rationalization, license consolidation, and vendor renegotiation — past clients have recovered six figures in wasted spend.

06

#### Infrastructure & Automation

Network design, endpoint management, workflow automation, VoIP deployment, and IT operations modernization for growing teams.

### PROVEN RESULTS

**\$100K+**

Client cost savings delivered

**35%**

Faster onboarding & offboarding

**SOC 2**

Clean audits, zero findings

### WHY WORK WITH ME

- 7+ years of hands-on IT management across healthcare, defense, and professional services
- Delivered nearly \$100K in cost savings through vendor consolidation and stack optimization
- Led SOC 2 recertification to a clean pass — zero findings — in a HIPAA-regulated environment

- Reduced onboarding and offboarding cycle times by 35% through end-to-end workflow automation
- Managed 160+ endpoints across cloud, identity, and endpoint platforms for a fully remote org
- Available for project-based, retainer, and fractional IT leadership engagements

## ENGAGEMENT MODELS

### Project-Based

Fixed scope & timeline. Ideal for migrations, audits, and one-time implementations.

### Monthly Retainer

Ongoing IT support and strategy. Ideal for businesses without in-house IT leadership.

### Fractional IT Leader

Part-time IT Manager or vCIO. Strategic leadership without the full-time cost.

Let's start with a free 30-minute discovery call. [danny@dannyguzman.com](mailto:danny@dannyguzman.com) · (840) 262-9148 · [dannyguzman.com](http://dannyguzman.com)