

Henschel Technologies — Company One-Pager

Derived from: henschel-business-pitch-complete.md (the master pitch) ·

Current as of: 2026-10-10 **Rule:** This page derives from the master pitch. It does not add anything the pitch doesn't say.

Who We Are

I'm Louis G. Henschel. Born in New Jersey, raised in Dover, Delaware. Former golf professional who reinvented himself as a network engineer. Twenty-four years working across Philadelphia and the surrounding region — in the trenches, on job sites, in server rooms, at 2 AM when something broke and nobody else was picking up the phone. Then I came home to Delaware to serve the place that raised me.

Henschel Technologies is a Dover-based managed IT services company. This company is a legacy I'm planting for my son, Corey — a tree in which I'll never see the shade. That means we don't cut corners, we don't disappear, and we don't gamble with your business.

In one line: Enterprise-grade IT without the enterprise invoice — from someone who builds solutions instead of billing hours.

What We Do

We're your IT department. Monitoring, patching, securing, backing up, answering the phone when your team has a problem. One predictable monthly price per machine — and IT stops being something you think about.

- **Managed IT** — computers monitored, patched, and supported, 24/7

- **Cybersecurity** — antivirus, multi-factor authentication, email security, encrypted password vaults
- **Backup & recovery** — data backed up and restorable when it matters
- **Microsoft 365** — email, Office apps, cloud storage, set up and managed right
- **Business phones** — VoIP systems that just work
- **Network builds** — full infrastructure design and installation for new builds, expansions, and renovations
- **AI tools** — Fry, our AI assistant, answers phones, creates tickets, troubleshoots the basics

The philosophy: We build things, we don't just bill for them. Traditional IT hands you stale reports — a bucket. We give you a live stream: always-current visibility into your IT that you pull from when ready, on your schedule.

Pricing Summary

Managed IT — per machine, per month:

Plan	Price	Highlights
Essentials	\$125	Antivirus, Duo MFA, help desk, patching
Business	\$175	+ Proofpoint email security, password vaults, cloud backup, Squeaky Clean inbox hygiene
Premium Business	\$225	+ Intune MDM (company devices), priority response, Command Center included

- **Hourly:** Field tech **\$135/hr** · Senior tech **\$165/hr** · Engineering/PM **\$190/hr** · Block Time (prepaid, discounted) · Break/Fix (hourly, no agreement)
- **After-hours:** 1.75× standard rate + travel — **or \$5,000/yr flat** for 24/7 coverage
- **Microsoft 365:** Business Standard **\$25/user/mo** · Business Premium **\$35/user/mo**

- **M365 Migration:** Plan Service **\$300** (credited toward execution) → fixed-quote execution, every mailbox scrubbed first
- **Email Scrubbing:** Clean **\$149** one-time · Very Clean **\$99** (bundled with migration) · Squeaky Clean **\$29/mo** (24-mo plan)
- **Fry AI assistant:** **\$10/user/mo** (managed subscribers) · **\$25/user/mo** standalone · **Command Solo** base creation **\$250**

Every Henschel service carries a 30-day warranty. Issues within project scope get free triage for 30 days. No fine print.

The Offer

Free IT Systems Evaluation for Delaware businesses.

No pressure. No sales pitch. Just an honest look at where you stand: what's working, where you're exposed, what it would cost to fix — with us or without us. If we're not the right fit, we'll tell you.

Get In Touch

- **Call:** 1-302-670-2001
- **Web:** henscheltech.com
- **Email:** lhenschel@henscheltech.com

Stop gambling on IT. One conversation. One honest evaluation. Then you decide.

Henschel Technologies · 1402 John Clark Rd, Dover, DE 19904 · henscheltech.com We build. We don't just bill.

