



Information Technologies, Inc.

Results. For Today. For Tomorrow.

Corporate Profile

Able Information Technologies Inc. is a leading information technology integrator that specializes in providing technology solutions to help organizations reach their strategic goals. Serving clients in three distinct areas, Able has gained a reputation with education, government and commercial clients throughout the Southwest as a comprehensive technology services provider. Able provides solutions that help organizations solve their current technology challenges as well as grow and expand their vision.

With a well-rounded portfolio of successful projects throughout the Southwest, Able boasts a staff that is industry certified in all areas of network infrastructure and telephony integration. Plus in order to meet clients' diverse needs, Able maintains partnerships with a variety of today's top manufacturers.

History

Established in 1993 by Brandon Ames, Able was founded as a single-source solutions provider for clients, who with a variety of technology needs, wanted to avoid the frustrations of working with multiple vendors. At that time, Brandon Ames created a vision for the future of Able with two distinct ideals: 1. to provide comprehensive, integrated business technology solutions to clients so they have one place to go for all their needs, and 2. to provide technology solutions *strategically* based on how people want to interact and communicate to achieve their organization's goals.

This proved to be a successful formula for Able who quickly gained a reputation as a solutions provider who thinks beyond today's problems, and looks at the long-term goals of organizations. As a further distinction to other technology vendors Able established a unique process to manage projects to ensure jobs are done on time and within budget. Soon, Able became well known for their comprehensive solutions *and* commitment to client satisfaction specifically for educational institutions such as schools; government projects for both city and state facilities, plus a variety of commercial projects. The company's philosophy of using *disciplined planning and flexible execution*, became its distinct signature for success.

Today

Throughout the years, Able has viewed challenges as opportunities for growth and continuous improvement. Able's disciplined planning focus has ensured that clients' ultimate goals remain at the forefront in strategy creation. Additionally Able has found that if the execution remains flexible along the way then actions can easily be adapted to respond to changing scenarios and new goals.

Able uses a team approach for all projects, with Able's clients participating fully in the process as contributing team members. Uniting Able's technical and relationship professionals, consisting of Technology Specialists, Project Managers, Infrastructure Supervisors, Network Engineers, Project Coordinators and Cable Installers, the team focuses on solving customers' challenges in a way that is solely customized to meet clients' goals. They assess, manage and complete the



project with respect to budget and timeline constraints. Reporting independently to Able's Operations and Engineering Directors the team works together to ensure that project status is meeting client expectations and fulfilling the goals and objectives set at the beginning of the project. With disciplined planning and flexible execution, Able's team approach works in the interest of clients and creates a client-vendor partnership that few other solutions providers can match.

Products and Services

As expected, Able provides technology services and products that are designed to help companies solve their productivity and communications hurdles. However it is Able's departure from the conventional thinking of most solutions providers that sets the company apart. Rather than using technology as a superficial fix, Able refrains from providing technology recommendations until first they gain a thorough and deep understanding of their clients' challenges.

Using its signature Comprehensive Needs Assessment Process, Able first identifies and understands its clients' past and current technology issues, then looks at future needs before offering any solution plan. Able then applies its technology expertise as a tool to solve problems on a higher level that address the true business issue. Sometimes solutions are introduced into the project through a phased approach to achieve clients' long-term goals. Able partners with its clients in an assessment of their current reality so that realistic, affordable and effective business technology solutions address today's problems while considering tomorrow's growth.

It is that assessment that subsequently empowers Able to specify particular services and products. Able's solution set may include a wide variety of services and products, but the goal, is never to just "sell" parts, pieces and an hour or two of installation. Instead, Able partners with clients to provide total solutions that address both their current requirements and long-term strategic plans. Focused on total solutions, customer visions and requirements, Able provides clients with the following:

General Services

- Site surveys
- Training
- Engineering
- Installation
- Priority Response
- Scheduled Maintenance
- Troubleshooting

Strategic Services

- Strategic Planning (Multi-year)
- Analysis & Assessments
- Engineering Design
- Project Management

Technology Solutions

Physical Infrastructure

- Horizontal Cabling
- Backbone Cabling
- Wireless

Security Systems

- Video Surveillance
- Access Control

Data Systems

- Network
- Servers
- Dynamic Intrusion Response
- Firewall
- VPN
- Content Filtering



Technology Solutions (cont'd)

Voice Systems

PBX/Key Systems
Voice over IP (VoIP)
Managed VoIP

Video Systems

Classroom School Channels
Video Conferencing
Distance Learning

Success in these areas is illustrated by the high percentage of clients that continually bring their IT projects to Able. They become a trusted partner to their clients, dedicated to the effective and efficient use of budgets to plan and implement long-term solutions. Each client has unique benchmarks on their success path, and although those milestones are different for every client, there is one unifying theme – *their own customers', employees' or students' satisfaction*. As a business partner, Able interprets their role as custodial -- ensuring that clients invest in the right systems and tools in order to provide the ultimate service to clients while avoiding needless overkill spending on technology features that may not grow with them.

Expertise

At Able, we attribute our overall success to the talent and dedication of our employees. Through diligent and well honed hiring practices, Able has built a strong and innovative team comprised of individuals who are committed to their career, their families, and their clients. Each team member takes pride in a job well done and looks forward to helping clients create a secure, well run IT environment. In order to maintain and continuously improve upon this level of dedication and expertise, each member of our team receives monthly customer service training and regularly scheduled technical training. In addition, our staff seeks out certifications that enable them to do their jobs more effectively and with a finer degree of expertise. Those certifications from various organizations are important in helping Able engineers serve customers using the most updated troubleshooting techniques and equipment for today's technology. The following represent the certifications that Able staff members currently hold:

International Information Systems Security Certification Consortium

Certified Information Systems Security Professional (CISSP)

BICSI

Registered Communications Distribution Designer (RCDD)
Registered Cabling Installer Level 2

Novell

Certified Novell Administrator (CNA)

Microsoft

Microsoft Certified Professional (MCP)
Microsoft Certified Systems Engineer (MCSE)

FCC Licensed

FCC Licensed Wireless Technicians

Enterasys

Enterasys Systems Engineer (ESE)
Enterasys Security Systems Engineer (ESSE)
Enterasys Specialist (ES)

Cisco

Cisco Certified Network Associate (CCNA)
Cisco Certified Network Professional (CCNP)
Cisco Certified Design Associate (CCDA)
Cisco Certified Design Professional (CCDP)