

# ADC Engineering Approaches its IT Future with Confidence

## Overview

ADC Engineering is a full service firm producing results based on the highest quality work and professional principles for its clients' structural engineering, roofing/waterproofing consulting, civil engineering, and land planning and landscape architectural needs.

## Why Responza?

"Our common focus on quality and professionalism makes our partnership a good one.

Technology continuously changes and so does our company. For that reason it is important that Responza's experts get to know us well so they can help us to get the most from technology now and as we grow into our future.

They also have many qualities that other IT service providers lack."

*Michael Graham, ADC Engineering*

## The Problem

ADC Engineering needed a plan to create a stable IT environment that fit its needs and budget.

## The Solution

### ADC Engineering's IT Needs

- Fire up new server
- Shut down old server
- Manage changeover of service providers
- Maintain workflow

**Graham:** Responza handled each of these areas with expertise, hands-on knowledge, professionalism, and positivity. All changes, including server and file migrations and shutdowns went off without a glitch.

### Responza's Plan Additions

- Improve the virtual environment
- Implement Microsoft 365
- Consolidate and improve data storage.

**Graham:** Responza's plan made sense from each perspective and that us great trust and a high confidence level in going forward with them for all upgrades, changes and software licensing.

### Others Lack What Responza Has

- Deep technology expertise
- Open and accurate communications
- Hands-on business experience
- Local firm with local resources - including local engineer
- Record of delivering as promised
- Post-project communication and support
- Proven client satisfaction.

**Graham:** I never imagined we would find an IT service provider of Responza's caliber and culture, and now I can't imagine not having the comfort zone that they've been able to provide for us.

Responza founder, Lance Becker's extensive experience in IT has enabled him to build an IT services business that gets it right. Responza makes sure that your IT works for your business and not the other way around.

# RESPONZA

(843) 990-9200 | [www.responza.com](http://www.responza.com) | [ash@responza.com](mailto:ash@responza.com)

# Responza Does Much More For Customers Than Fix IT

Responza's plan took Graham's ideas to the next level.

**Graham:** When Responza arrived to help us, we had some ideas about our needs, but Responza helped us figure out a plan to create a stable IT environment. I wasn't prepared for the experience we were about to have.

Responza's approach created comfort zone for Graham.

**Graham:** Working with Responza was, quite honestly, a relief. We had so many IT service providers come in and price out huge plans with huge price tags that just didn't fit what we needed to become current or stage out our future..

Graham's wish list became reality.

**Graham:** As we staged out our IT upgrades and changes, I realized that we had produced quite a wish list. Responza made everything on that list happen on time and on budget.

Responza's knowledge and experience give ADC Engineering confidence in their technology.

**Graham:** It's a great feeling to have confidence in people who are making important changes that will help your company operate efficiently for now and as the future unfolds.

The other choices didn't measure up to Responza's standards of excellence.

**Graham:** There are many, many choices in our area now and they try to pitch us all the time. But I'm happy with my choice. Responza helps me to sleep at night because I know that we're in the capable hands of a service provider that is invested in our success.

# RESPONZA

(843) 990-9200 | [www.responza.com](http://www.responza.com) | [ash@responza.com](mailto:ash@responza.com)

## Who is Responza?

It's simple. Responza is the IT partner small and medium sized businesses should leverage to perform with excellence and thrive among their competitors.

.....

### Obsessive About IT Operations

Responza is wicked-good at the basics, perfecting your operational IT processes so they work like turning on a light switch. No longer do you spend half of your time fighting with technology, but spend all of your time focused on what you are wicked-good at.

### Steeped in Business & IT Experience & Knowledge

Responza is insightful at providing you the answer to your "What next?" question. Responza can analyze your business situation and help you integrate the latest IT best practices and processes that will move your business beyond operational IT to strategic IT.

### Fanatical About Service Excellence & Customer Satisfaction

When your IT works right, it's beautiful. When it doesn't, your business stops. Responza's mission is to make sure the latter never happens by not only making fixes but taking measures to ensure that the fixes aren't needed again. The result? Your business never stops.

### Well-Established & Rooted in the Business Community

Responza is here to stay. You've found a strategic partner, not simply an IT mechanic. By learning about your business, Responza helps you plan uses for technology that you may never have considered and they'll be around as you're growing into your strategy and realizing its results.