



# COMPETENCY AND EXPERIENCE

The single biggest benefit to our company having Intivix as our IT provider, has been the ability to **focus all our attention on our business and not spend any time worrying about our computer systems**. Intivix not only solves any IT problems we have, but keeps on top of software license renewals and upgrades, as well as hardware life expectancy upgrades.

From my experience, what sets Intivix above the other IT firms we have worked with in the past is the corporate culture they have in place that allows them to develop and keep good people. Everyone we have worked with at Intivix, is first and foremost, a competent IT provider. It also helps that they are uniformly friendly and nice to work with and since they stick with Intivix, we get to know them and they get to know our computer systems. In contrast, **our previous IT company had trouble keeping competent people on staff** (they inevitably left to start their own IT companies) and they unfortunately had a number of people who were not competent and had trouble solving the IT issues we were having.

My suggestion to someone considering hiring Intivix to be their IT provider is that first, there is no question about their **competency and experience** and their people are top notch. The question then becomes a business decision. For our company, we did the math. The cost of hiring Intivix as our full time provider was not much more than the hourly cost we had using our previous IT provider on an as-needed basis. The benefit to our business of having Intivix on the job full time far outweighs the minor additional expense we incur. The bottom line is our IT systems are more stable and our data is better protected than before we worked with Intivix. We also have an IT plan in place for the future. **Our business faces increased challenges every year. With Intivix, IT is not one of the them.** Intivix has been a great partner for our business.

I have come to believe that the bottom of most companies reflect the culture at the top. It sounds simple, but good people at the top usually means good people throughout. Intivix has built a great business. Thanks for taking care of us.

**Scott Smith**  
**President**  
**Union Fish Company**

