

## Why Buy from Works Computing

Guiding principles, defining values, and supportive policies: Globally recognized organizations like the University of Minnesota operate under the guide of a defined code. However, we have to remember that successful organizations would be nothing without the people supporting it. It's not the organization that follows a code, but the people: The faculty, the support staff, the directors and researchers.

At the University of Minnesota, a core set of principles guides decision makers as they create policies, approve projects, and streamline processes. Principles like quality of service, efficiency, partnership, innovation, and customer-focused service – all principles that helped the owners and employees of Works Computing also grow our company to garner the respect from many high-level organizations such as Metropolitan Airports Commission, Mayo Clinic, and Minneapolis Public Schools. It's no wonder that our local company has such achievements: Pat Cadle, Works Computing's co-founder and President, is a University of Minnesota alumni.

With fewer than forty employees, Works Computing not a large company. This means everyone at Works – from support staff to engineers to owners – takes pride in knowing each of our clients. You won't get lost in the shuffle if you're a client of ours. We develop long-lasting, strategic partnerships with our customers, and this means we're there for the bad times as well as the good. Our customers trust our insight, creativity, and ability to listen to their needs. We put forth more time and energy to help our clients exceed their goals. By understanding our customers' business needs and unique situations, we're able to apply the right technology combinations to ensure their success and our future.

Because Works Computing doesn't manufacture a product, our value is the people we've assembled and the partnerships we've cultivated. Everyone in our organization is committed to providing world-class service for our customers, even if it's out of their job description. Ongoing development, both professional and personal, ensures we engage with our customers at all levels. Staying current with bleeding-edge technology isn't enough. Understanding how it works, or doesn't work, and how it applies in our customers' individual situations is what keeps us relevant and requested.

At Works Computing, we're a family. A Minnesotan family. Our company was founded here, and it has grown to become a well-respected Minnesotan business. Because of this, supporting the local community is a focus of ours. Our company policy is to support Minnesota-based organizations when we can, whether that's ordering from the corner deli for a group lunch or choosing a locally-owned venue for company-sponsored events. We know that dollars spent at Minnesotan-owned businesses are more likely to stay in Minnesota, and a stronger state means a stronger *us*. We're also an annual contributor to Minnesota Military Family Foundation. We feel it's important to support the people who are supporting us. Our future is together.