

Why Buy From Works Computing

The University of Minnesota has a rich history of being a top higher education institution in this country and world. Being globally recognized is no easy task, it has been accomplished through hard work and a sound set of guiding principles. Those principles have helped countless staff, faculty, and students throughout the years make the right decisions not to mention better themselves. Those same principles have helped Works Computing and Pat Cadle, Works Computing's co-founder, President, and University of Minnesota alumni 1985, build a highly respected Information Technology Value Added Reseller based here in Minnesota.

I'm won't give you marketing stats of Works Computing, you can visit our website for that information (<http://www.workscomputing.com>). What I do want to talk about is who we are as a company, as people, and how our guiding principles have enabled Works Computing to grow organically over 22+ years. Values, I might add, that seem to align with the University and OIT's values.

Quality of Service | Efficiency | Continued Development
Customer Focused | Partnership

Works Computing is not a large company, fewer than 40 employees, gives us the ability to focus on our customers and develop long lasting partnerships. Our customers trust our insight, creativity, ability to listen, and put forth more time and energy to help them exceed their goals. By understanding our customers' business need and unique situation, we're able to apply the right technology combinations ensuring 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 is "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 situation is what keeps us relevant and requested.

Having a flat organization ensures that we stay efficient when needing to make decisions. It most definitely gives us a competitive advantage over a segment of our competition. Direct access to leadership allows us to be thoughtful, flexible, and timely when making decisions.

Even though Works Computing grew up in this community/state, and even though we understand that we're members of something greater, supporting our local community is a focus of ours. This is why we're 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.