

2009 GIPAW Annual Conference Vendor Directory

| Company Name / Contact | Title | Phone Number | Website / Email |
|---|----------------------------|--------------|--|
| ACS | | | www.acs-inc.com |
| John Melville | Account Executive | 800.800.8235 | john.melville@acs-inc.com |
| <p>ACS is a premier provider of diversified business process and information technology outsourcing solutions to government clients worldwide. We are a Fortune 500 company comprised of more than 60,000 people in multiple locations around the world. ACS' services for local government include: Analysis & Planning; Outsourcing; Network Design & Installation; Tax, Appraisal, Public Health, Financial Products and Hardware/Software support. The ACS Government Services group is dedicated to creating innovative solutions that improve performance, increase service levels, and advance the benefits of applying information technology to solve the key business needs of our government customers.</p> | | | |
| AT&T / AT&T Mobility | | | www.att.com/stateandlocal |
| David Holznecht | Government Account Manager | 608.358.2000 | david.holznecht@att.com |
| Dawn Milbrath | Sr. Sales Manager GEM | 715.571.0076 | dm653p@att.com |
| Lee Lane | Account Manager | 262.794.4452 | LL2176@att.com |
| <p>AT&T delivers full-scale solutions that fulfill the criteria of complex and sensitive programs for state and local agencies, year after year. AT&T operates one of the world's most sophisticated communications network, the largest wireless network in the U.S., carries more Internet traffic in North America than any other company, is the largest provider of local telephony services and the largest Competitive Local Exchange Carrier (CLEC) in the United States, and operates 36 state-of-the-art Internet data centers worldwide.</p> | | | |
| Avtex | | | www.avtex.com |
| Cindy Peters | | 262-395-3313 | sthomason@avtex.com |
| Spencer Thomason | | 262-395-3314 | cpeters@avtex.com |
| <p>Delta Communications is now part of the Avtex team! Avtex (Delta Communications) Network Solutions specializes in infrastructure design and implementations.</p> <p>Avtex designs, installs and supports technology needed for security, network optimization and network management. With Avtex, you receive products and expertise from world-class manufactures providing a broad set of solutions in the growing convergence of voice, video, data and messaging network infrastructures.</p> <p>We offer a "one stop shop" for your design, to build infrastructure needs and solution rollout projects. As experts in network implementation, we offer all the tools necessary to manage the network environment for you!</p> <p>Network Solutions include:</p> <ul style="list-style-type: none"> * Network Assessment * Bandwidth Management * Voice/Data Integration * VoIP Infrastructure * Network Management * Remote Access & Authentication * Security Services * Web Acceleration & Control <p>With Avtex, you can have the convenience and cost savings of dealing with one company for all your Enterprise Communications, Voice Messaging, IP Telephony/VoIP, Call Center Applications, Interactive Voice Response Systems and Network Solutions.</p> <p>Partner with Avtex and let us assist your organization in exceeding your customer's expectations!</p> | | | |

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| Axis Communications | | | www.axis.com |
| Karl Radke | Regional Sales Mgr-Central Region | 978-614-2115 | karl.radke@axis.com |
| Chris Wyller | Milestone Territory Manager | 503.350.1126 | cw@milestone.us |
| <p>Axis is an IT company offering network video solutions for professional installations. The company is the global market leader in network video, driving the ongoing shift from analog to digital video surveillance. Axis products and solutions focus on security surveillance and remote monitoring, and are based on innovative, open technology platforms.</p> <p>Axis is a Swedish-based company, operating worldwide with offices in more than 20 countries and cooperating with partners in more than 70 countries. Founded in 1984, Axis is listed on the NASDAQ OMX Stockholm under the ticker AXIS. For more information about Axis, please visit our website at www.axis.com.</p> | | | |
| Business Oriented Software Solutions (BOSS) | | | www.boss-solutions.com |
| Vish Ramakrishnan | Director - Technical Sales | 678.596.0405 | vishr@boss-solutions.com |
| <p>BOSS - Business Oriented Software Solutions, Inc. - is a global infrastructure management firm specializing in service desk / help desk, comprehensive asset management, IT lifecycle management, change management, professional services, network services, Microsoft licensing solutions, and technical support. In specific to name some partial list we work with Eau Claire County, Waukesha County, Sheboygan County, Chippewa County are some of our customers in Wisconsin state. We have over 350 customers in various verticals such as State and local Government, Health care / Hospitals, Banking /Finance, Education and construction. Our latest version of our award winning DiagWin Support Central is a true innovation, providing Management Integrated with Service Desk and here are some of the highlights:</p> <ul style="list-style-type: none"> - Single Sign-on with Active Directory synchronization - Asset Life cycle management of both IT and Non IT assets - Remote PC management / remote control - Live Dash Board & report services - Web portal for both end user and technicians - Workflow / SLA / Routing engines - ITIL based Service desk - <p>We are offering 20% on our product and services to all the GIPAW members. For further information please contact us.</p> | | | |
| CableCom LLC | | | www.cablecomllc.com |
| Brad Schrader | | 414.226.2205 | bschrader@cablecomllc.com |
| Ryan Wallace | Midwest Fiber Networks | | rwallace@midwestfibernetworks.com |
| <p>CableCom is a Wisconsin-based firm, who is DBE recognized as an industry leader in low voltage network cabling and fiber optic construction. Our entire staff is committed to supporting our customers 24 hours per day, 7 days per week. Whether it is Voice, Data, Security, Audio/Video or Life Safety Systems CableCom offers single source, end-to-end connectivity solutions. We integrate the latest technology with managed installations to create an environment that will withstand even your most demanding network requirements.</p> <p>From Design and Engineering to construction and implementation, CableCom is your premier low voltage contractor.</p> | | | |

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| CDW Government / CDW Berbee | | | |
| A J Lucci | | 262.308.6153 | www.cdwg.com / www.berbee.com ajlucci@cdwg.com |
| Eric Ludvigson | | | |
| <p>Since 1993, CDW Berbee has delivered technology solutions that drive bottom line results for our clients. Our entrepreneurial spirit and values guide us and we continue to set the standard for uncompromising customer support and technical leadership.</p> <p>Our focus is on five core business needs:</p> <ul style="list-style-type: none"> - Unified Communications - Security - Remote Managed Services - Information Worker Solutions - Virtualization and Optimization <p>Our teams include skilled engineers and project managers with proven business experience. These skills help our customers plan their technology direction, and receive solutions that are prioritized based on business need.</p> | | | |
| Cisco Systems | | | |
| Kim Brown | Account Manager | 262-446-5761 | www.cisco.com kimbrown@cisco.com |
| Mark Koxlien | Account Manager | 408-894-1206 | mkoxlien@cisco.com |
| Mark Schulz | Systems Engineer | 262-446-5762 | maschulz@cisco.com |
| <p>Cisco Systems, Inc. is the worldwide leader in networking for the Internet. Cisco's Internet Protocol-based (IP) networking solutions are the foundation of the Internet and most corporate, education, and government networks around the world. Cisco provides the broadest line of solutions for transporting data, voice and video within buildings, across campuses, or around the world. Information on Cisco can be found at www.cisco.com.</p> | | | |
| Civic Systems | | | |
| Alex Gibson | | 888.241.1517 | www.civicsystems.com agibson@civicsystems.com |
| <p>CIVIC Systems provides legislative management software solutions to manage agendas, committees, minutes and video, built on a complete document management and workflow structure. CIVIC Systems has implemented Agenda software for clients as large as Hennepin County, Minnesota and as small as the Village of Deforest, Wisconsin.</p> <p>We also provide financial, utility billing and content management software with workflow for cities and counties enterprise wide. Civic Systems offers a convenient, affordable way to help manage the paper documents in your office, with Integrated Document Management (IDM). IDM is a software-based solution which captures paper (and electronic) documents, and provides the storage, retrieval, security and archiving of those documents.</p> <p>CIVIC Systems is a wholly owned affiliate of Virchow Krause and Company and specializes in providing technology to the public sector. Civic Systems provides technology solutions that make your job easier, but we're so much more than just a software company.</p> | | | |
| Contingency Planning Solutions | | | |
| Les Spindler | President | 920.734.0241 | www.contingencyplans.com lspindler@contingencyplans.com |
| <p>Contingency Planning Solutions, Inc. provides guidance and software to assist government leaders in forming documented, comprehensive, executable Business Continuity / Disaster Recovery Plans (COOP/COG: Continuity of Operations/Continuity of Government). This ensures that the critical functions of each department resume in a timely manner after an "event." Our experience and proven methodology expedite the project and deliver a solid blueprint for recovery. CPSI also offers (iSeries, pSeries and server Hot Site Services), Alternate Work Site Solutions, Disk to Disk Archival Backup and BareMetal Recovery Solutions, Tape Conversion Services (older archived to newer technology) and Computer Room Support Equipment (racks, elevated flooring, generators, HVAC/Humidity systems, UPS systems, Power Distribution Units, etc.).</p> | | | |

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| Cymphonix Company | | | www.cyphonix.com |
| Cymphonix Company - Provides schools with Secure Web Gateway solutions that not only keep students safe from today's most sophisticated Internet threats and schools CIPA-compliant, but also prevents the use of multiple forms of filter bypass including anonymous proxies - without impeding an educators ability to integrate Web 2.0 resources into their lesson plan. | | | |
| DCS Netlink | | | www.dcsnetlink.com |
| Dane Deutsch | CEO/Owner | 715.236.7424 | ddeutsch@dcsnetlink.com |
| DCS Netlink is a technology consulting company partnered with many high caliber technology firms throughout the world. DCS Netlink is a Microsoft Gold Partner, WatchGuard Certified Training Partner, Columbitech Partner, ICOP Partner and Citrix Silver Partner. Our experienced networking team provides LAN, WAN, networking via the Internet, server-based computing, network infrastructure management, Remote Managed Services and computer/software sales. We offer many other secure communication services such as dedicated lines, website development, web hosting, encrypted/archived email, secure monitoring services, firewalls, and persistent VPN tunnels. Stop by our booth for a chance to win a website from our special application created for local community governments. WWW.OurTownApp.com is a quick, easy, and cost effective way to get your community online. DCS Netlink is a Service Disabled Veteran Owned Small Business (SDVOSB), maintaining a General Services Administration (GSA) Federal Supply Schedule 70 contract: GS-35F-0809R. DCS Netlink also is a State Approved Vender in the State of Wisconsin through the VenderNet system. | | | |
| DirectNetworks | | | www.directnetworksinc.com |
| Colin Mehlum | | 608.270.9980 | cmehlum@directnetworksinc.com |
| Catherine Barrance | Sales & Marketing Manager | 608-227-5123 | cbarrance@directnetworksinc.com |
| DirectNetworks is an Information Technology Consulting and Solutions firm that plans, installs, optimizes and services DATA, Unified Communications, Storage, Security Networks, and Outsourced IT for Gov/Ed, Healthcare, Financial, Legal and SMB industries. DirectNetworks, based in Madison, WI, is a Dane County Business Award winner and a Gold certified Microsoft Partner, HP Partner, and Cisco Premier Partner. | | | |
| ETS | | | www.wps-ets.com |
| Denise Brodd | | 608.223.5710 | denise.brodd@wps-ets.com |
| ETS, a division of WPS Health Insurance, provides IT technology solutions across all vertical markets that enable our clients to set themselves apart in the market place and drive sustainable growth. We offer complete enterprise IT services for Windows, Citrix, Linux and VMware solutions, Security Services including consulting and assessments, and Business Continuity Services, which includes IT Recovery Strategies, co-location, hosting and cold site space as well as an alternative work space recovery facility. | | | |

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| Graybar Electric / Tyco Electronics Company | | | www.graybar.com |
| Brian Bruckmoser | Sales Engineer – RCDD | 262-447-1122 | BBruckmoser@TycoElectronics.com |
| Gene Kelly | District Sales Manager | 847-253-9380 | gkelly@tycoelectronics.com |
| Mitch Lilach | Account Manager | 715-928-2870 | Mitchell.Lilach@graybar.com |
| <p>Graybar - Specializes in supply chain management services and is a leading North American Distributor of high-quality equipment and materials for electrical, lighting, telecommunications, data networking, data centers, structured cabling, wireless, physical security, and building automation applications. Graybar adds value by offering local stock and delivery, technical support and design, project management, financial services, web order entry, kitting services, educational technical seminars, and managed inventory services. Graybar has more than 250 distribution centers throughout the country. As one of North America's largest employee-owned companies, Graybar has the power and stability of a big company and the integrity and drive of a neighborhood business. Please visit our website at www.graybar.com.</p> <p>Tyco Electronics Ltd. Is a leading global provider of engineered electronic components, network solutions, undersea telecommunication systems, wireless systems, and specialty products, with fiscal 2008 sales of \$14.8billion to customers in more than 150 countries. We design, manufacture, and market products for customers in a broad array of industries including automotive; data communication systems and consumer electronics; telecommunications; aerospace, defense and marine; medical; alternative energy and lighting; and public safety communications. With approximately 7,000 engineers and worldwide manufacturing, sales, and customer service capabilities, Tyco Electronics' commitment is our customers' advantage. More information on Tyco Electronics can be found at http://www.tycoelectronics.com/.</p> | | | |
| Heartland Business Systems | | | www.hbs.com |
| Chris Mott | Sales Manager | 920-687-4199 | cmott@hbs.net |
| Henry Kunath | Consultant | | |
| Kurt Krueger | Systems Consultant | 920-687-4137 | kkrueger@hbs.net |
| Michael Armeli | Consultant | | |
| Mike Herkowski | Systems Consultant | 920-687-4180 | mherkowski@hbs.net |
| Sue May | Director of Business Development | 920-687-4216 | smay@hbs.net |
| <p>Heartland Business Systems, founded in 1991 is a \$60 million premier provider of value-added information technology solutions with a strong presence in the state and local government market. These solutions include computer networking; technology planning; Internet, data center, hosting, monitoring, security and managed services; cabling and audio/video solutions; and software consulting. Heartland's 250 employees are comprised of Systems Engineers, Telephony Engineers, Analysts, Programmers, Project Managers, Consultants and Hardware Technicians. Heartland's broad set of vendor and independent consulting, services, and support capabilities is the most complete in the industry. Heartland is headquartered in Little Chute, WI and has offices in the Milwaukee Metro and Chicagoland area.</p> | | | |
| Hewlett Packard | | | www.hp.com |
| Dan Baar | | 414.975.3064 | dan_baar@hp.com |
| <p>HP is the leading provider of imaging and printing products and solutions. HP has the depth of selection you need to get the right products for your unique needs. HP technologies can help increase your productivity, lower costs and reduce risks. And HP solutions are designed to integrate easily and securely with your existing IT investments. Value. Performance. Versatility. HP offers all of this and more in its award-winning product line. It's this commitment to overall excellence that has always driven and defined HP.</p> | | | |

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| IBM Corporation | | | www.ibm.com |
| Joer Bombase | Senior Client Representative | 770.863.1170 | bombase@us.ibm.com |
| <p>IBM is a manufacturer of state-of-the-art, compatible, and reliable hardware and software. IBM is recognized as a world leader in the systems integration business, particularly in information technology and its integration into business processes. IBM's strength is its ability to successfully manage a multitude of projects requiring development and integration of every aspect of an information technology project from strategic planning, to systems development, to management of data facilities and network operations. A key differentiating aspect of IBM's qualifications is its underlying technology base. In addition to IBM's core service organizations, customers can draw on the specialized expertise of a broad array of research and technical competency groups, ranging from applications development to client/server and open systems expertise to advanced image and forms processing.</p> | | | |
| Inacom Information Systems | | | www.inacom.com |
| Maria Schafer | | 608.661.7848 | maria.schafer@inacom.com |
| <p>Inacom Information Systems is a locally owned information technology consulting firm, serving the Madison, Fox Valley and Milwaukee markets. Inacom offers end-to-end business solutions in the areas of Security, Application Development, Education, Voice, Video and Data Convergence, Storage, Project Management and Product Procurement. Experience, certifications and specializations with industry leading technologies have allowed us to better serve our clients. Inacom is certified at the highest levels with Microsoft, Cisco, and EMC, as well as Ingram Micro, HP and IBM. These relationships allow Inacom to work with you to achieve your present IT goals while preparing to grow with you in the future.</p> | | | |
| Infinity Technology Inc | | | www.infinity.com |
| Curt Beams | Manager of Internet Services | 920.884.1485 | cbeams@infinitytechnology.com |
| Ken Nimmer | Business Development Specialist | 920.884.1486 | knimmer@infinitytechnology.com |
| Sherry Mathey | Business Development Specialist | 920.412.3737 | smathey@infinitytechnology.com |
| Tom Schmied | Business Development Specialist | 920.884.1492 | tschmied@infinitytechnology.com |
| <p>Infinity provides Technology Solutions uniting business and IT. This means we develop, support, and manage client's technology business and communication needs. Aligned with our business and residential Internet Access solutions, we have launched computer repair services.</p> <p>Technology is a big part of the equation. Partnering with some of the world's largest technology providers including Microsoft, Lefthand, HP, Cisco, Ektron and VMware gives Infinity an edge allowing us to provide the best solutions at costs that are affordable. Infinity's Team is also responsible for your ongoing success. People with exceptional skills and a desire to learn more and always do better have also proven to be a huge asset. Contact Infinity Technology for any of your networking, website development & marketing, software development, Internet & data center, and IT staffing needs.</p> | | | |

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| Info-Tech Research Group | | | www.infotech.com |
| Janice Simmons | | 519.432.3550 x2763 | jsimmons@infotech.com |
| <p>Info-Tech Research Group is a global leader in providing IT research and advice. Our practical, actionable research is specifically designed to have a clear and direct impact on your organization. In their annual review of the IT research industry, Outsell (an independent research house) ranked Info-Tech as the Top Rising Star in the IT research arena. We ranked above all of our competitors, including Gartner, Forrester, IDC, and Burton Group.</p> <p>Info-Tech Membership Services Info-Tech's Core Research services help companies make better use of technology, improve day-to-day operations, and avoid costly mistakes. The relevancy of our research is a direct result of the close relationship we maintain with our clients, ensuring we focus on the current and crucial needs of today's IT professionals.</p> <p>Info-Tech Advisor: Research Membership to online practical advice, research and tools for the "hands on" IT professional.</p> <p>ITA Premium: ITA Premium is a premium level to our core Info-Tech Advisor research service. There are two membership types available. Research Memberships provide online access to deep, practical research in three key technology silos (Applications, Data Centers, and Infrastructure). Detailed Product Comparisons & Evaluations, Best Practices Methodologies, and Impact Research Reports are all included with this premium level Research Membership. Advisory Memberships couple full online access to the ITA Premium research noted above, with direct phone access to the Analysts who authored it. Unbiased executive decision support, on-demand. ITA Premium is also available in a Small Enterprise edition that focuses on the unique IT challenges faced by small to mid-size organizations.</p> <p>McLean Report: Research Membership to online service geared to IT leaders. McLean Report research focuses on the strategic use of technology and bridging the gap between IT and business.</p> <p>Info-Tech Consulting As a research firm that focuses on the issues and challenges of the complex IT market, Info-Tech understands the specific situations and constraints that IT professionals face on a daily basis. To complement our written research, Info-Tech provides Consulting Services. These services provide our clients with more personalized offerings that can be tailored to their specific needs. Our Consulting arm works closely with our expert analysts to develop Best Practices Methodologies for the most critical IT issues. Applying these Best Practices Methodologies to each organization's unique situation allows our consultants to assist clients in completing complex projects successfully, on time and on budget.</p> <p>Info-Tech Indaba Info-Tech is in a unique position to offer leading information technology providers insight and analysis of the current IT marketplace, as defined by the corporate IT community. Info-Tech Indaba is a series of services, reports and tools that enable technology providers to grow their market share by making better product marketing decisions, based on first-hand feedback from buyers and end-users.</p> | | | |
| Intradyn Inc | | | www.intradyn.com |
| Wayne Morris | | 681.556.4314 | wmorris@intradyn.com |
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| J Mauel & Associates | | | |
| Chip Mauel | | 800.561.6823 | www.jmauel.com jmauel@new.rr.com |
| <p>J. Mauel & Associates currently offers a Property Tax Collection Program, Pet Licensing Program, Offsite Collection Program and a Special Assessment Program. Property Tax Collection Program - Allows the user to process payments for individual or multiple parcels, change addresses, view payment history, view special assessments and provides numerous related reports. Pet Licensing Program - Allows the user to enter and print dog and cat licenses and offers many reports. Offsite Collection Program - Allows financial institutions for collect property taxes for 2nd half collection. Special Assessment Program - Allows municipalities to download data from the county level and enter their Special Assessments and transfer back to the county.</p> | | | |
| JSO Technology LLC | | | |
| Doug Saloga | Partner - Palo Alto Networks | 414-455-0719 | www.jsotechnology.com dsaloga@paloaltonetworks.com |
| James Oryszczyn | President | 414-455-0719 | James@jsotechnology.com |
| Lars Hanson | Director of Marketing | 414-455-0719 | lars@jsotechnology.com |
| Steve Ingram | Account Manager | 414-455-0719 | singram@jsotechnology.com |
| <p>JSO Technology LLC is an Information Technology consulting firm with special expertise in providing county and local government entities with information security, data backup, managed services, disaster recovery solutions and telecommunications systems.</p> | | | |
| KD Interactive | | | |
| Dan Barnes | CEO | 888-963-8669 x101 | www.kdinteractive.com dan@kdmail.com |
| <p>KD Interactive Hosted Business Services - Customized, on-demand, search-engine optimized web sites, email, Microsoft Exchange, email archiving, web and mobile email, and computer backup all fully managed 24x7x365 by certified experts. You get all the flexibility of tailoring your business services to match your changing needs without requiring large capital budgets for on-site staff and infrastructure. Our experts take care of everything for you around the clock. You pay only for the features and services you want in a simple "pay-as-you-go" subscription model.</p> | | | |
| Kronos Incorporated | | | |
| Jill Carlson | Sales Executive | 952-656-7020 | www.kronos.com Jill.carlson@kronos.com |
| Jodi Rinzel | Sales Executive | 262-798-7827 | Jodi.rinzel@kronos.com |
| <p>Kronos - Helps organizations manage their most valuable strategic asset - their workforce. How? By giving them the tools they need to help them control labor costs. Minimize compliance risk. And improve workforce productivity. Our easy-to-own workforce management solutions make complete automation and high-quality information a reality. Kronos time and attendance, scheduling, absence management, HR and payroll, hiring, and labor analytics solutions give our customers the edge they need to compete in the global marketplace. With thousands of installations in organizations of all sizes - including over half the Fortune 1000(r) - we're proving workforce management doesn't have to be so hard."</p> | | | |
| LeftHand Networks an HP Company | | | |
| Scott Wilson | | 815.923.4579 | www.lefthandnetworks.com w.scott.wilson@hp.com |
| <p>LeftHand Networks(r) delivers physical and virtual SANs that are easy to grow, easy to manage and designed for high performance. LeftHand pioneered IP-based SANs in 2001, and our innovative, scalable SAN solutions are ideal for storage and server consolidation, multi-site SANs and disaster recovery. Their patented architecture distributes and protects customer data.</p> | | | |
| Lenovo | | | |
| Patti Ullsperger | Account Executive | 608-833-6877 | www.lenovo.com psullsp@lenovo.com |
| <p>Lenovo - As a global leader in the PC market, we at Lenovo are committed to excellence and dedicated to providing the best PC products and value-added professional services for our customers in government and education. Our ThinkPad and ThinkCentre products are acclaimed for their innovative design, durability, and rock-solid reliability.</p> | | | |

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| MNJ Technologies Direct | | | |
| Giovanni Savaglio | | 262.595.5141 | gio@mnjtech.com |
| Gary Bohn | Wireless Outfitters | 630.818.1008 | garyb@wavonline.com |
| <p>MNJ Technologies Direct is a direct solution provider of business grade computer hardware and software technology products. Our electronic systems and co-workers enable business and government customers to efficiently evaluate and purchase a wide variety of technology products. We want to be your one-stop source for all of your technology needs. Our primary business and marketing efforts are dedicated to the small to medium business segment, as well as the public sector marketplace. MNJ Technologies Direct is based in Buffalo Grove, Illinois and has a staff of experienced account managers who are available during normal business hours to support customers throughout the United States. At MNJ Technologies Direct, we believe that by empowering our co-workers with the authority, responsibility and accountability necessary to provide the highest levels of service and support, MNJ Technologies Direct will lead the industry as the best source for all technology solutions.</p> | | | |
| Multimedia Communications & Engineering | | | |
| Dan Becker | Communications Engineer | 920-676-3496 | dbecker@mcae.biz |
| Joel Mikulsky | Civil Engineer | 920-676-0494 | jmikulsky@mcae.biz |
| <p>Multimedia Communications & Engineering, Inc. (MC&E) is an unbiased communication network engineering and project management firm with over 50 combined years of experience designing privately owned fiber optic and wireless networks throughout the State of Wisconsin. Our primary client base includes Municipalities and School Districts that are looking for an alternative option to leased circuits, increasing their bandwidth between facilities, and the ability to control their own communications infrastructure. We are not affiliated with any product manufacturer or installation contractor and are therefore wholly committed to meeting our customers' unique goals.</p> | | | |
| New World Systems | | | |
| Claire Lockhart | | 248-269-1000 | clockhart@newworldsystems.com |
| Jason Mavel | | 248-269-1000 | jmavel@newworldsystems.com |
| <p>A leader in local government software for over 25 years, New World provides a proven solution to 1,800 customers, including Financials, HR / Payroll, Utilities and Community Development.</p> | | | |

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| Office Copying Equipment | | | www.oceltd.com |
| Ralph J Koenings | | 414.778.0000 | rkoenings@oceltd.com |
| <p>Serving Southeast Wisconsin since 1974 Office Copying Equipment, Ltd has evolved from its legacy products of stand alone copiers and facsimile into a premier document technology solutions provider. The range of solutions we now provide includes:</p> <ul style="list-style-type: none"> * Fully Integrated Monochrome and Full Color (Copier & Printer Based) Hardware that can Print, Copy, Scan, & Fax. * MFP Integration into existing Document Capture and Workflow Applications Software via Sharp's Innovative Open Systems Architecture for the MFP. * Desktop Document Handling Software. (includes OCR and document composition tools) * Content Management Software. * Enhanced Scan Processing Tools. (Blank Page Deletion, File Naming, Attach Meta Data, Bates Stamping.) * MFP Integration into MS SharePoint, email servers and file folders based on existing network credentials. * Network Fax Servers (Castelle Fax Press, Captaris Right Fax, etc). * Document Security Hardware and Software. * Cost Containment and Usage Auditing Software. * Network Services. * Premier Service and Support programs for everything we sell. <p>As a result we are enabling our clients to control access and to print, copy, distribute and manage their documents (electronic and paper) more efficiently and more economically than ever. Of course we still meet the needs of organizations that need just the basic stand alone copiers and/or facsimile. And most importantly we are focused on totally satisfying our clients. Our growth over the years is due to our dependence on our clients returning to us again and again and our client's desire to do so based on the quality of service they receive from us in all aspects of our business relationship.</p> | | | |
| Oracular | | | www.oracular.com |
| Melissa Goldmann | | 920.303.0470 x155 | melissa.goldmann@oracular.com |
| <p>Oracular, Inc is a full-service Information Technology (IT) Consulting Firm, headquartered in Oshkosh, Wisconsin. As a Certified Partner of Oracle, Microsoft, and IBM, Oracular takes pride in keeping up with the latest innovations and offering its customers best practice solutions to fit their business needs.</p> <p>Serving mid-market companies since 1988, our IT Experts help customers leverage their software investment by extending solutions throughout the enterprise. Oracular's practices include: JD Edwards, PeopleSoft, Oracle, RedPrairie, e-Business, IBM, and Microsoft. Oracular's comprehensive consulting services cover all implementation disciplines, project management, e-commerce, web integration, upgrades, enterprise reporting, and self-service applications.</p> <p>Our consulting philosophy values quality, knowledge transfer, and hitting on-target deliverables. When Oracular consultants collaborate with client team members, innovation can extend exponentially. We initiate and cultivate this combination to deliver a solution that performs beyond expectations.</p> | | | |

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| Paragon Development Systems | | | |
| Andrew Rogahn | Western WI Sales Director | 262.370.7133 | www.pdspc.com arogahn@pdspc.com |
| Mike Barsema | Account Director | 608.246.2711 | mbarsema@pdspc.com |
| <p>Headquartered in Oconomowoc, Wisconsin with offices in Wisconsin, Minnesota, Illinois, Indiana, Kansas and Ohio with national support coverage, PDS services clients nationwide in four primary markets: healthcare; government/higher-education; corporate; and professional services. PDS continues to successfully evolve as a leading technology services company throughout the Midwest.</p> <p>In addition to being a major reseller of Enterprise Tier product (including Cisco, Fujitsu, HP, IBM, NEC and Samsung), PDS manufactures its own PDS-branded PCs in an ISO 9001:2000-certified, 43,000 square foot configuration center. PDS has also made significant investments in constructing an in-house, world-class 24/7 service desk offering clients a single-point-of-contact, ITIL focused resource for service management.</p> <p>PDS holds over 400 certifications in assembly, installation, and support of computer systems and services and was assessed and approved by National Quality Assurance, U.S.A., an accredited ISO 9000 auditor.</p> <p>PDS is on several key contracts at the State of Wisconsin for the following:</p> <ul style="list-style-type: none"> * HP Intel-based PC's (#15-20453-800) * HP Printers (#15-20477-701) * IT Services Sourcing (#15-92040-501) * WSCA II Agreement (#11-20400-500) | | | |
| PlateSpin by Novell | | | |
| Larry Mogil | | 215.262.4890 | www.platespin.com larry.mogil@novell.com |
| <p>PlateSpin and Novell are helping organizations worldwide build more flexible, interoperable and cost-effective data center environments. The combination of PlateSpin and Novell products offers customers a powerful data center management platform with solutions for Linux, UNIX and Windows across physical and virtual environments. The global reach of the combined companies allows us to offer enterprises a full range of integrated solutions to make their IT work as one.</p> | | | |
| Premier Workforce Solutions | | | |
| Bill Clark | President | 262-790-0800 x104 | www.velocitypartnersinc.com bclark@velocitypartnersinc.com |
| Rod Stevens | Director | 262-790-0800 x106 | rstevens@velocitypartnersinc.com |
| <p>Premier Workforce Solutions Inc. - is a full service IT Resource Group servicing the Government sector. We provide fully benefited resources for long-term engagements. Premier has developed a Value Purchasing Contract that all Government entities can utilize for cost effective savings. Our pricing model is absolutely outside the box based on the traditional outsourcing model.</p> | | | |
| RJS Software Systems | | | |
| Andy Roeser | Marketing Assistant | 952.736.5800 | www.rjssoftware.com arooser@rjssoftware.com |
| Bill Whalen | Sales | 952.736.5800 | billw@rjssoftware.com |
| Matt Ling | Sales | 952.736.5800 | miling@rjssoftware.com |
| <p>RJS Software is a leading provider of content management solutions that help businesses improve productivity, make better decisions and save money. The company's software products for IBM Power Systems and Windows-PC computers allow businesses to digitize, manage and archive documents electronically, automate work processes and report delivery, and integrate data in ways never thought possible.</p> | | | |

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| RMM Solutions | | | www.rmmsolutions.com |
| Chrissy Ives | | 715.848.3292 | chrissy.ives@rmmsolutions.com |
| <p>RMM Solutions provides technologies and solutions which include computer, LAN and WAN networks, digital imaging systems, document management solutions and telecommunication systems. For over twelve years we have implemented these technologies for thousands of business, government, medical, and education customers throughout Wisconsin. We use a consultative approach to fully understand your business problems and design a complete solution that includes all of the necessary products and services. Our experienced staff of technical professionals is ready to help you be more productive and efficient through the use of technology.</p> | | | |
| Sergeant Labs Inc | | | www.provecompliance.com |
| Mitch Langreck | | 608.788.9143 | mlangreck@provecompliance.com |
| <p>For well over a decade, Sergeant Laboratories has provided security and monitoring solutions for schools, businesses and government organizations.</p> <p>In 1999, one of Sergeant Laboratories' customers asked, "What are our computers actually being used for?" and the DataVault™ technology (integrating eight years of technology development) was born. The DataVault™ server forms the foundation for Sergeant Laboratories' two user compliance monitoring products: Aristotle Academic™ for K-12 schools and Aristotle™ for businesses and government.</p> <p>In 2007 Sergeant Labs developed a Desktop Notification Software AristotleAlert. AristotleAlert is an immediate alert response system that distributes information to networked computers, email users or SMS phones. These alerts can carry messages of danger alerts, closings, or even emergency response notification. Alerts may be added and defined by you to include any message you need.</p> <p>Customers all over the U.S., including countless schools, state and county governments, major banks, large health care organizations and mid-sized retailers are now using Aristotle Academic™ and Aristotle™, as well as counterpart organizations in several other countries.</p> | | | |
| Solarus | | | www.solarus.net |
| Wendy Hack | | 715.421.8143 | wendy@solarus.net |
| | | | |
| Technology Resource Advisors | | | www.technologyresourceadvisors.com |
| Jason Schmitt | President | 414-276-3300 | jschmitt@technologyresourceadvisors.com |
| Jessica Heartt | Marketing Coordinator | 414-276-3300 | jheartt@technologyresourceadvisors.com |
| Tom Reminga | Director of Client Services | 414-276-3300 | treminga@technologyresourceadvisors.com |
| <p>Technology Resource Advisors, Inc. is an information technology solution provider that solves business issues through the use of technology. Our unique business model, industry expertise, and vast network of resources enable us to deliver highly customized, cost effective solutions to meet the needs of our clients. Solutions geared towards the government market that we offer include Virtualization, Server/Storage Consolidation, Remote Data Backup, Disaster Recovery, Security, Platform Migration, Network Infrastructure, Wireless Networking, IP Surveillance, Digital Signage, E-Mail Defense, and Help Desk. Our Professional Services team utilizes their hands-on, real world experience when developing and implementing these solutions. To support our offerings, we have strategic partnerships in place with several hardware and software manufacturers including Hewlett Packard, VMware, Axis, Milestone Systems, PlateSpin, MX Logic, and Fortinet.</p> | | | |

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| WhiteLight Group | | | www.whitelightgrp.com |
| Mike Asby | Sales Support | 262.552.8450 x100 | masby@whitelightgrp.com |
| <p>WhiteLight Group is a leading provider of business application software and services. Our core strength is delivering tactical solutions to strategic business problems. We provide quality services with exceptional experience in the areas of enterprise solutions, business intelligence, supply chain, and customer / supplier self-service technologies. Our JD Edwards services combine our expertise in business applications, transformation, collaborative technology, and technology architecture services. The results are finely-tuned, fully-integrated business solutions that meet our clients' strategic and functional objectives including Finance, Human Resources, Payroll, Purchasing, and Self-Service.</p> <p>WhiteLight Group is also a leading provider of Business Intelligence solutions. Whether an organization is just starting to explore the use of Business Intelligence or are expanding an existing Business Intelligence environment, we have in-depth experience that is instrumental to our clients successfully gaining better access to their vital information. Our offerings range from solution design and software selection to implementation and integration of Business Intelligence within our clients' day to day operations. We work with the top Business Intelligence vendors to provide the best solution available based on our clients' requirements. From Data Warehouse/ Data mart design, software upgrades/migrations, and data integration to report development, dashboard/scorecard development and training, our solutions result in our clients ability to turn their data into the information necessary to make fast and accurate business decisions.</p> | | | |
| Xerographic Supply of WI | | | www.xerosupply.com |
| Christine Leny | | 262.547.3700 | cleny@xerosupply.com |
| <p>Xerographic Supply of WI(XS) is a business established to assist the vertical markets of State and Local government and K-12 entities in streamlining print fleet management. Our goal is to assist in identifying total costs in the largest unmanaged expense of doing business. We also are a state contract vendor for Xerox and Lexmark brand printing and multifunction devices. We confer with end users to determine the most effective devices to be used for particular applications and printing environments. In addition, XS is a full service stationer carrying over 40,000 items ranging from office supplies, furniture, business machines and copiers.</p> <p>XS is certified as an 8(a), Small Woman Owned and Disadvantaged business.</p> | | | |
| Zix Corporation | | | www.zixcorp.com |
| Craig Garipey | | 781.993.6174 | cgaripey@zixcorp.com |
| Dan Shea | | 781.993.6178 | dshea@zixcorp.com |
| <p>Zix Corporation is the leader in email encryption services. ZixCorp offers the simplicity of Software-as-a-Service with the confidence of customizable encryption policies. ZixCorp operates the largest email encryption directory in the world enabling seamless and secure communication among communities of interest. ZixCorp's directory connects over 15 million members and includes over 800 financial institutions, the FFIEC federal banking regulators, over 1000 hospitals and over 30 Blue Cross Blue Shield organizations.</p> | | | |