

high tech medical equipment manufacturer

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TRUST



situation

As a manufacturer of high tech knee, hip, back and spine replacements, this client runs a white glove, clean operation. Their sprawling campus has diverse technology needs from manufacturing to corporate offices to mock OR's. Our long history using Siemon products, made us a good fit to set them on the right product usage path. In fact, the path we set for the local facility, later became a corporate standard and requirement.

now they refuse to use anyone else.

We are a premier Siemon certified installer and adhere to all of their rigorous standards. This made us a perfect fit for corporate requirements and expectations. Our foreman and associates on the ground run an impeccable jobsite, with the highest of safety standards and OSHA compliance. They are a demanding client with one of the best written corporate specs. We get that. We don't just do the minimum compliance to the spec - we exceed it. We are their IT resource - not 'just cabling.' We bridge the gap between the construction trades, the architect and the Client. That's why we are on call for any networking or cabling challenges and facilitation of on-going upgrades and changes. There may be other providers that cost less, but they value true quality more.

we routinely exceed the minimum requirements.

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