intel Technology Provider Gold 2011

Making money and saving money – an amazing success formula.

System builder harnesses Intel's tools and technical training to get the deal done.

KORTEK SOLUTIONS

Kortek Solutions, is a worldwide leader in networking, including innovative and security capabilities.

The Story

Lyle Epstein is a real numbers guy. Especially big numbers that scream success. For example, he recently helped a customer consolidate from 16 servers and 9 locations down to a single box. Then he added a custom backup solution and all new workstations. That's when the numbers really started adding up – adding up to BIG savings, that is. "This customer saw their data bills drop six thousand dollars per month! They also saw a huge drop in their power costs in the server room," Lyle says. "Not only did we save them enough money to pay for the whole project really quickly, but their total bill is down about $120,000 per year."

It's just one example of how Kortek Solutions attacks problems – one customer at a time. Building systems for small offices takes a bit of creative problem solving, Lyle says. "We really have to understand the problems our customers are dealing with and find the best technology solution to address them."

Kortek Solutions doesn't serve one particular industry nor do they have a cookie-cutter approach to their customers' problems. "We spend our time understanding technology and the benefit it can bring to our customers' businesses and then recommend ways they can apply it."

A recipe for others to follow

Kortek Solutions relies on Intel to help them in their success. "Intel does more than bring us great technology and help us build systems. They bring us insight and ideas and a vision for the future that helps us stay on top of our game," Lyle says.

"Intel helps us understand where technology is going and they do it in a very personal and helpful way." Kortek employees regularly attend Intel Technology Program training events and come away with "a lot of great ideas and an incredibly useful basket of knowledge."

When Kortek Solutions was able to show their customer how much money they would save using Intel's ROI calculator, "that sealed the deal," Lyle says. He also suggests that Intel's training in power management, remote servicing and other areas helps his company take full advantage of the technologies built right into Intel's silicon.

"'Amazing' is what we do every day. Intel gives us the tools, support, and technical training that really helps our business grow."

– Lyle Epstein, CEO Kortek Solutions

For Lyle and the rest of the Kortek team, membership in the Intel Technology Provider program is a real partnership between Intel and Kortek. "We belong to a lot of other channel programs, and none of them are doing what Intel is doing. They have skin in the game; we have skin in the game. There is a lot of synergy between our two companies."

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