

Two companies, one promise:

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software, service, and communications providers, such as Microsoft, HP, Dell, Cisco, Avaya, Symantec, Qwest, and Comcast, as well as many others. "We believe the sustainability of your technology is part of our responsibility" says Sam. "That means providing technology that an organization can grow into, re-use where possible, and not throw away when the next greatest technology fad comes along. It's not fiscally or environmentally responsible to be replacing computers and other equipment any sooner than absolutely necessary."

CompuMedic: The personal touch. Computers, accessories and services for your home.

For CompuMedic, a big part of a retail consumer's Return On Investment (ROI) in technology is also about sustainability. For twelve years, the staff at CompuMedic has been helping its customers keep "perfectly good, usable computers out of the landfill" by improving the performance of existing equipment through routine maintenance and/or helping to decide when the correct time is to purchase a newer model. CompuMedic offers a complete line of services on all personal computers and networks. This includes sales, installation, ongoing maintenance, training, and on-site consulting. The team at CompuMedic can make house calls and will go out of their way to ensure that customers, from beginners to experts, are not 'oversold' on products and services they don't need or don't understand.

CompuMedic provides a wide variety of sales on desktop and notebook computers, printers, scanners, hardware, software, upgrades, accessories and high-speed Internet services. "In-

shop" services include diagnostics, data recovery, data transfer and back-up, virus and spyware removal, lightning/physical damage repair, hardware and software troubleshooting, and retail Internet and Web solutions. The company stands behind its work and advanced technology recommendations. CompuMedic strives to provide superior customer service, including free technical assistance with manufacturer's product warranty claims, included with each and every purchase.

Two companies, two shared goals: Relationships and ROI

Anyone on the teams at CompuMedic and Automation Concepts Company will freely admit that while they really do help to save our customers time and money, and it's not necessarily due to 'rock-bottom pricing.' "We're not necessarily out there to meet or beat the cheapest price, but rather to provide the best overall value," explains Sam. "We go out of our way to develop one-on-one relationships with our customers to understand their needs and make sure they get the best possible overall return on every dollar spent." Both companies' relationships are built on trust. "If a customer doesn't understand what they bought or how it works, we're not doing our job. We strive to be ethical, honest, and always have the door open to receive comments on our performance, both good and bad. The opportunity to receive constructive criticism from our customers and to attempt to provide a satisfactory resolution is highly valued at both companies and is what allows us to grow and continue to be industry leaders." He must be on to something. Both companies are looking to open additional locations in the Front Range in the near future. For current promotions, visit the companies' Web sites. Watch for more information including tips and best practices from the teams at Automation Concepts Company and CompuMedic on www.churchguide.com.

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