

LANsultants Times

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A Brief History of LANsultants

A newer client, out of curiosity, asked for a brief history of LANsultants. Though many of our clients have been with us 16, 17 and even 18 years, most came aboard after the company was well established, and so may also find this of interest.

LANsultants first opened as Center City Computer Consultants in September 1990 in an executive suite on Chestnut Street, with one full-time, one part-time employee, and \$4,000 in capital. A second full-time staffer joined the company in 1991. Growth was slow for the first 3 years as the business plan was not yet well defined, a go at commercial software application development and an attempted merger with a larger service company were distractions.

In September 1993, LANsultants re-incorporated with a focus on service to the Center City legal and professional service industries. Growth has been steady since then, with an average of 2.4 employees in 1994, 4.5 in 1995, 5.5 in 1996, 7.6 in 1997, 9.3 in 1998, 11.9 in 1999 and 2000, 13.6 in 2001, 14.7 in 2002, 14.8 in 2003, 18.3 in 2004, 19.7 in 2005, 18.1 in 2006, 17.3 in 2007, and 18 budgeted for 2008. Unlike most network integrators, LANsultants continued to grow after Y2K and through the 2001 recession. In 2003, we opened our New Jersey field office to better serve our suburban clients.

Over time, LANsultants molted from mainly a hardware provider with installation services to a true network integrator with greater emphasis on service, including hardware repair, application configuration, training, and network management.

Along the way LANsultants, has obtained various certifications, including Microsoft Gold Partner, Dell Solution Provider, Corel WordPerfect Legal Partner, Symantec Partner, SonicWALL Partner, Trend Micro Partner, and HP Authorized Sales & Service.

Looking to 2009 and beyond we expect the trend of focusing on service to continue as the hardware industry matures and PCs more directly integrate with phones, copiers, and other office equipment systems.

What We DO

Surprising as it may be many of our clients, even ones we've had for many years, do not know the full breadth of services we provide, believing all we do (and do pretty well) is computer system servicing. But we also do:

- PC, server, printer, and peripheral selection and procurement
- Network and application installation, configuration, and support
- Dell PC & server authorized service
- Website design
- Voice and data cabling of all types (union and non-union labor)
- Voice and data service, T1 and DSL, from various high quality providers.
- Automated 24x7 Network Monitoring
- HP laser printer authorized service
- Phone systems from ESI, known for their simplicity, reliability, and ease of use
- On-site and classroom application training for Microsoft Office, WordPerfect, QuickBooks, TimeSlips, Abacus, Time Matters, and other applications.
- Data backup systems management
- Data recovery services.
- Data conversion services

HOLIDAY SCHEDULE

LANsultants will be closing at 3:00pm on Thursday July 3rd and will be closed all day on Friday, July 4th in celebration of Independence Day. An emergency on call technician is available through our voice mail during normal business hours Saturday and Sunday.

If you would like to be removed from our email newsletter subscription please send an e-mail to shirlean@lansultants.com.