

Customer and Friends! November 1st, 2019—CAP5 Milestone Marker!

Where Is CAP5 Today?

CAP5 Technology Solutions is still alive and well and entering its 18th year. Our marching initiatives have always been to provide our customers with the best in class services and to constantly be evolving as the industry ever changes. We want to be cutting edge with what we provide and bleeding edge in our constant pursuit in developing new solutions for our customers!

“As a business owner, my strategic vision is to look to the future and find trends that will provide our customers with the best that the market can offer and provide these things at the highest quality, best cost and be flexible to deploy,” notes Lance Griffith (CEO of CAP5 Technology Solutions.) “Especially with the small to medium businesses (SMB) market that we provide solutions for, our biggest challenge is to provide services that are as good as what the large corporate entities provide to their internal employees so that they can provide the highest quality of goods and services to their customers.”

Where Does This Vision Lead?

To make strides forward, CAP5’s executive team researched many options to get to their next steps expedited into the future. Ultimately, what made the most sense was to buy into a franchise organization that is nationwide and has a strong presence in every major market across the US and Canada. Ranked #91 by Entrepreneur’s Franchise 500 list and the #1 top Technology Franchiser on that list was CMIT Solutions (Austin). “What was most important to me was to not sell-out to a bigger company nor have my customers and internal team evolve into a new set of values and culture. I’ve been there and watched it happen and as well witnessed it with my customers and competitors and I can’t think of one company where it ended up well for either the customer or the staff.” says Lance. “It was all about the shareholder’s bottom line with no regard to those it effected!”

“With buying into CMIT’s franchise system, we are still able to service the customers the same way we always have, and the customers are able to get services that we feel is the best fit for their unique situations,” notes Lance. “I look at it this way: CAP5 is still the corporate body that drives our team and CMIT is the brand name that drives our best-in-class services!”

What CMIT Offers

CMIT is a national brand and with that national brand, franchisees gain purchasing power. Franchisees can partner with vendors and get high quality product and services at corporate rates. Also, franchisees join a network with other franchisees so that they can provide services in the U.S. and Canada for their local customers. Lance’s final note is, “other than the partnership with vendors and other franchisees, and the change of the logo on the invoice, CAP5 customers will see absolutely no decline in the quality services that receive from us. The same CAP5 people with the same CAP5 pride and commitment delivering the best in class service to all of our customers!”

Friday, November 1, 2019

To see more about CMIT Solutions, visit www.cmitsolutions.com