advanced network systems

25 YEARS
ANNIVERSARY CELEBRATION

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NEWS FOR IMMEDIATE RELEASE

Advanced Network Systems (ANS) Celebrates 25th Year in Business

Leading Managed Technology Services Provider Reaches Major Milestone Through Its Expertise and Commitment to Superior Customer Experiences

CHARLOTTESVILLE VA – Advanced Network Systems, Inc. (ANS), a leading managed technology services provider (MTSP), recently announced that the company will be celebrating its 25th year in business on November 7, 2021. The world of technology is constantly evolving and while many tech companies come and go, ANS has emerged as a market leader by prioritizing their customer experience above all else. This approach has garnered them a strong reputation within the business community and a broad base of clients throughout Virginia. ANS has experienced consistent growth through a blended approach of forecasting technology needs and continually broadening their service relationship with existing clients. Since its inception, the operations of ANS have significantly evolved. In the late 1990's, the company's focus was on communications networking design and the integration of hardware systems. Today, it operates with a major focus on its portfolio of fully-managed IT services covering cybersecurity and core network operations.

Over the last 25 years, technology has changed rapidly; and the dependence of all organizations on their IT systems has become critical. ANS has kept pace with innovation through its commitment to staying on the leading edge of technology. One competitive advantage has been its success in supporting a wide variety of clients. Having the capability to support security and IT needs, across many different industries, has resulted in a broad base of knowledge and expertise among staff. "Our service teams have great depth and breadth of technical knowledge stemming from extensive training and hands-on experience. At the same time, they also carry a customer-focused mindset into every project. At ANS, everything starts and ends with offering service that's "a step above," as

well as solutions that are "a step ahead." Our company culture is about putting the client first. At the end of the day, our clients know that we do for them is motivated by their needs and best interests," states Kevin Leibl, President of ANS. "Implementing best practices in security and networking, while removing those burdens from our clients' plate, ultimately results in improved productivity. When more focus can be put on your core reasons for being in business, that creates a competitive advantage and, in turn, growth. Providing this kind of support is what we do best."

As technology has become increasingly intertwined into modern businesses, ANS's managed IT services and cybersecurity solutions answer the growing demands of IT. According to Tony Petrella, ANS's Vice President of Engineering "We moved to a managed IT services model because our customers needed technology support on a *proactive*, rather than *reactive*, basis." Petrella added, "Over the last decade, the explosive growth and sophistication of cyber threats has led us to make significant investments to expand our security offerings. The business community is starting to better understand that regardless of size or industry, everyone is target—that cybercriminals are highly opportunistic, and there are bigger risks and costs now of turning a blind-eye. What they usually don't know, is how and where to start the process of improving their protection; what the best tools are, how to find the right people resources, and stay up-to-date with a strategic plan. We deliver all of this in our programs, in a very simple and cost-effective way."

As a technology solutions provider, ANS has thrived over the past two and half decades because it continually innovates—offering services *before* clients even realize that they have a need. For example, a number of years ago, the National Cyber Security Alliance cited that, "60 percent of small and mid-sized businesses that fall victim to cyberattacks go out of business within six months." Leibl added, "Looking at the bigger implications of this statistic, we knew cybersecurity couldn't just be viewed as an IT issue but, instead, as a business longevity issue. We believed security was on its way to becoming a major component of every part of IT; and that we could deliver a service that was superior to an in-house team, at a fraction of the cost. We began doubling-down on cybersecurity early and introduced enterprise-quality services to our small and mid-sized clients well in advance of many competitors. Today, news about breaches and ransomware attacks are commonplace and awareness has generally grown. Back when we started, proactive security was new. But we believed that it was going to grow into a critical need, which has enabled us to hone our expertise and mature our service model."

Some industry experts are predicting that, in the not-so-far-off future, the addition of technology to a corporate network environment will require some kind of a security evaluation prior to implementation. Whether due to mandate by government regulation or insurance carrier requirements, new technology deployments will likely come with more thorough scrutinization of their implications

on overall security; requiring a sign-off from either an internal or external security team. Which means everyone needs to start taking IT more seriously than ever before. "Our success has always stemmed from the ability to reduce the cost, complexity and anxiety that technology requirements pose for our clients. We strive to be good listeners and advocates as much as technology evangelists. I think we play an important role in keeping our clients thriving, and as resilient as possible. We're extremely proud to have reached our 25-year milestone and grateful to the many clients who have put their trust in us during this time," summarizes Leibl.

ABOUT ANS

Advanced Network Systems helps small and mid-sized organizations choose and implement the right network technologies. Since 1996, our sole focus has been on delivering secure IT solutions to businesses, non-profits and public entities throughout Virginia. The foundation of confidence and trust the company has built with clients comes from its expertise in combining the right people, products and processes to achieve successful business outcomes. For more please visit https://www.getadvanced.net or call us at (800) 639-6757.

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