



An Introduction to

## Cameo Technology Management, Inc

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Robert Elton, President

### Our Services:

Cameo Technology Management (CTM) serves as a knowledgeable, impartial trusted adviser on Information Technology (IT) issues for owners/CEO's of small to mid-sized companies.

Business owners/CEO's benefit from our service in three ways:

1. Money saved -- by wise technology decisions;
2. Work hours gained -- by not having to grapple (sometimes on a daily basis) with difficult technology issues, and
3. Peace of mind --, knowing that their technology is working for their company – not against it. Owners can feel 100% confident in the wisdom of their IT decisions, perhaps for the first time.

CTM's clients now benefit from the IT knowledge and expertise previously unaffordable to smaller companies. Knowledge that only Fortune 100 companies had access to is now available on a much less costly basis. CTM can help with one-time executive decisions, or help oversee the IT growth of a new or emerging company. However a company needs CTM's services, they can be tailored to fit into a company's operating budget.

With CTM, there are no costs typically associated with hiring a full-time employee, such as full-time salaries and expensive benefits. **CTM will be there only when needed, but always available.**

### Our Market Coverage:

We have provided services to Insurance, Commercial Printing, Financial Services, On-line Retail and Commercial Fabrication companies. Our client base is located the NY metropolitan area (to include Eastern Pennsylvania).

The most likely users of Cameo Technology Management's services would be small to medium sized organizations.

### How does a company know it needs CTM's services?

The following critical IT questions are often asked by our potential clients:

- Will my technology be outdated in two years? Is there something I need to do now?
- I'm installing a new system, but how do I know which vendor is really the best choice?
- I feel like I'm constantly being volleyed between my IT vendors and service providers. Can't this problem just be solved?
- Does my IT plan support my business plan?
- Is my IT cost as low as it could be?
- Where would be the very best place to send my next IT dollar?
- Are there new IT developments that I should know about? Can they save me dollars?
- Is my IT resilient enough to suffer a shock without putting me out of business?
- Are there projects or investments in my IT that are out of alignment with my business?
- Does my IT get in the way of my doing business?
- Are my IT staff current in their knowledge?
- If my IT staff walked, would my secrets go too?
- How can I stay current in m IT knowledge?

### In summary:

Almost every small to mid-sized business owner has to deal with pressing IT issues. Rather than face these challenges alone, risking unnecessary lost dollars and loss of precious work time, business owners can now look to CTM. You can build a house without an architect, but it would be foolish. You can manage your IT without a knowledgeable expert, a trusted advisor, -- but it can be costly in terms of your time and dollars. CTM stands ready to serve your IT management needs.