



Datanamics manager of business development, Chris Conlee, welcomes Trina Miller of Cornerstone Communities to the Datanamics family.

## Technology for the long term

### When businesses, developers and contractors want to partner

with a company, Datanamics is the one they choose. Cornerstone Communities is a development company that expects to build, maintain, manage and own 2,000 condominium units in the next decade. They develop and rent them, then later put them on the market when the renters are ready to buy. Long-term leases with first-time buyer incentives are offered to assist the renters with the purchase of their units.

Tim Clifford, the company's president, knows it's a forward-thinking approach as is everything else about his company, including the fact that Cornerstone, as well as Clifford & Co., the general contracting firm, partners with Datanamics for its networking needs.

### Voice, data, wired, wireless — Datanamics does it all

Datanamics continues to be the one business Las Vegas turns to for cost-effective, one-stop technology solutions to give them the edge. Datanamics designs, implements and maintains local area and enterprise-wide networks. The company's professionals bring specialized expertise in all aspects of networking.

But an equally important focus, said Chris Conlee, Datanamics' manager of business development, is the company's dedication to customer service. Conlee has more than a decade of experience delivering complex technology and telecommunications solutions in the Las Vegas market. "Technology is providing for better business solutions and more small businesses are taking advantage of that," said Conlee. "But for any company to really realize cost benefits and increase productivity, they have to work with somebody they trust over the long haul. That's us."

Clifford agreed. Not only did Cornerstone and Clifford & Co. analyze the diversity and functions of the networking

system Datanamics designed, it looked at the people behind the company. "We are relationship driven," said Clifford. "We look at the capability and performance of the company, their track record over time. Other companies gave us proposals. Datanamics wasn't the highest or the lowest, but they provided the best value and I think that's important. It's the people behind the machine that make the machine what it is," he added.

### Putting people first

Datanamics agrees, which is why they not only value their customers, they value their highly skilled employees as well with an internal culture that fosters excellence. The Datanamics staff are company co-owners and when employees own the place they work, they put their best effort into everything they do.

### Listening to its clients — before and after

Listening when customers talk is one reason Datanamics provides exactly what its customers need. For Cornerstone and Clifford & Co. that certainly was true. "We were looking for a phone system that was simple, yet flexible because we have multiple offices all over the state and employees in home offices," said Trina Miller, Cornerstone's executive. "In addition, they were able to provide expertise to our data network and servers."

Conlee said, "Datanamics also has a team of customer support representatives who provide help desk and technical support 24/7 — and they're local. It's why our customers never leave. Most have been with us for decades."

"We have full-time, highly trained networking specialists located in Las Vegas, not some far off land, who are dedicated to providing support around the clock," Conlee said.

### Testing lab

Datanamics Labs is the firm's research and development division and monitors new and emerging technologies, best practices and practical applications for its clients. Working in teams, Datanamics' certified network engineers, systems analysts and other specialists provide independent evaluations and testing of different vendors' hardware, software and other related equipment. This unique service enables Datanamics to provide sound, objective and unbiased advice for clients and to develop the best networking solutions for each customer.

### Expanded facilities

This year, to provide additional and improved service to its clients, Datanamics moved to its new headquarters in Henderson. The new facility significantly expands their lab capabilities, provides a technology center where they feature the latest in technology in a real-world business setting and a beautiful new training facility for both internal and customer needs. Conlee said, "Our new facility ensures Datanamics' customers continue to receive the same high level of service to which they are accustomed. We want to provide the same level of service in the next three decades that we have in the past three."

Datanamics works with national and regional clients, but are happiest when they're helping at home. Any size business will find cost-effective solutions when they call.

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### AT A GLANCE

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