

TechGuides Scales Telecom Solutions with **ComTec** Systems' Expertise

A Partnership Elevating Cloud Solutions

TechGuides, a long-time partner of ComTec Systems, leveraged our Partner Program to provide cloud-based telecom solutions for Providence Animal Center, a growing organization with expanding needs. By partnering with ComTec, TechGuides enhanced their service offerings without adding to their workload.

Minimizing Risk for Partners and Clients

At ComTec, we know that moving to the cloud isn't just about technology; it's about ensuring smooth transitions for both staff and operations. For Providence Animal Center, this meant clear planning, consistent communication, and seamless execution, with staff fully supported throughout.

TechGuides' trust in ComTec stemmed from past successful projects. They knew we would handle their client's needs with expertise, allowing them to focus on their IT responsibilities.

Strengthening Client Relationships

By trusting ComTec with telecom infrastructure, TechGuides strengthened their reputation as a reliable partner offering scalable solutions and dependable support. This arrangement allowed TechGuides to focus on their core competencies, while we expertly managed their client's telecom needs.

Long-Term Success Through Reliable Partnership

Through ComTec's Partner Program, TechGuides continues to deliver scalable, reliable telecom solutions without dedicating additional resources to telecom infrastructure. This partnership enhances client loyalty, boosts retention, and enables TechGuides to confidently expand their own service offerings for sustained success.



When you work with a partner, you need to trust that the partner will treat your client with professionalism, responsiveness, and respect. The partner is not your company, but their work and attitude will nonetheless be a reflection upon you. When we partner with ComTec Systems, we can trust that they will treat our clients with the same high standards and service that we do. We don't have to worry about the job getting done or problems not getting solved when ComTec Systems is involved. When a client needs their services, we have no hesitation whatsoever in partnering with ComTec Systems.

Jeff Sumner, TechGuides, Inc.