

TELECO

No Longer the "OTHER" Telephone Company

Delivering IT, Cybersecurity, Video Surveillance and Business Phones

By Penny Belluz, Director of Operations/Partner at TELECO

In 1985 Teleco opened its doors in Thunder Bay as a locally owned structured cabling company and provider of business telephone systems. For many years we provided customized business telephone solutions to other local, developing businesses. Our tagline then was "The Other Telephone Company," and we were exactly that; however, not anymore!

Innovation-led growth has always been part of our success. As our customers' needs have changed over the years, so have our solutions and expertise. We knew that business phones were not going away but transitioning in design from a separate box on the wall to a networked environment and eventually the cloud. We needed to stay relevant and bring new technology to our clients and community. The journey began to support this new technology and set forward the progression of growth to become an Information Technology (IT) company from a phone and cabling company.

This evolution to IT developed from us acquiring certified and experienced IT professionals, aligning ourselves with strategic IT partners and vendors and investing in our existing telephony technicians with training and certification. This strategic growth in training, certification and skills resulted in a diverse team that could quickly and effectively address customer pain points and assist with their tech adoption. Additionally, video security surveillance fit nicely into our service offering as we were already looking after our client's voice and IT needs. Our goal was to

become a valued partner and one-stop for all our client's IT needs.

What hasn't changed in 36 years is our greatest asset – our employees. Each employee depends on the other to uphold the reputation, quality and prosperity of our company. Therefore, company culture is critical and directly related to our success. It's essential to have a clear vision and mission, but it is also vital to create a positive work culture where people want to work and thrive. Our team of dedicated and highly skilled technicians continues to take courses and training to always be up to date with the latest technological improvements to support our clients and their growing business better.

Today, we are proud to be a fully integrated technology company that employs a team that has many years of combined experience and skillsets to support:

- Managed IT & Cybersecurity Solutions
- Security Surveillance and Access Control
- AV Solutions
- Business Phone Systems – Cloud, VoIP and On-premise
- Structured Data Cabling



TELECO's team of certified technology professionals

Ultimately, our success comes from the success of the companies we support, and it's exciting to think about how technology will positively impact the future growth of their business and our community. Business growth isn't possible without technology, and we are grateful to be a part of the journey.

For more information on TELECO's solutions for your business, call 345-2900 or go to teleco.ca

WE DON'T JUST CARE ABOUT TECHNOLOGY... WE CARE ABOUT YOUR BUSINESS



Talk to our business technology specialists Mitchell Robinson, Ryan Johnson, Penny Belluz, David Miedema and Spencer Graham today



TELECO
Integrating Technologies

1218 Amber Drive • 345-2900 • 1-800-465-3933

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