

# Cal Net Technology Group Case Study

## Cal Net Technology Group offers insourced I.T. solution for Los Angeles financial services firm



Customer Name: FMS Financial Partners, Inc.

Industry: Financial Services

Number of Employees: 35-40

Annual Revenue: 6-8M

Project Location: Encino, California

Web site: [www.fms3.com](http://www.fms3.com)

*"It is very comforting to know that we can count on Cal Net as a trusted advisor."*

- Brent Guttman, Partner, FMS Financial Partners, Inc.

### Challenge

FMS Financial Partners, Inc. advocates on behalf of businesses and families who require highly specialized financial and advisory services as well as provides advice, guidance and ongoing support for Employee Benefits programs. The company's goal is to help them maximize value and minimize risk for their assets. As one of the first independent financial services firms to recognize the benefits of technology as a valuable tool to analyze, evaluate, and compare the alternatives available to clients and provide a superior level of service to them, FMS requires an I.T. infrastructure that is dependable, cutting edge, and ultimately benefits the clients they represent.

"Cal Net was referred to us twelve years ago when we made the executive decision to 'in source' a core business function that was outside our area of expertise," remarked Brent Gruttman, Partner, FMS Financial Partners, Inc. "We have been very happy with the level of service, knowledge and guidance we have received from Cal Net. We have found them to be extremely helpful as we work through the unknowns of the I.T. world."

### Solution

By implementing Cal Net's TECManage insourcing solution, which provides the bandwidth of an entire I.T. department at a fraction of the cost, FMS could focus on the core aspects of their business. Cal Net's team of I.T. professionals is available at all times to provide technical management, implementation of upgrades, and troubleshooting.

"Simply put, we get the best and most cutting edge I.T. solutions because we don't have to invest in our own education and know-how. We are confident in the Cal Net team and their I.T. decisions, and we know we are getting the best 'deals' and top of the line 'expertise' at all times."

## Results

Today, Cal Net manages over 100 types of financial-related and business software, continually upgrades out of date systems and servers, implements disaster recovery, and keeps FMS operating with little to no down time.

“Cal Net has truly given us a competitive edge that we couldn’t have on our own. The amount of time and energy they spend creating valuable channel partnerships, obtaining certifications, and ultimately remaining educated about I.T. innovations is something that wouldn’t be possible with one internal FMS I.T. personnel. I would recommend Cal Net to anyone...except our competitors of course!”

## About FMS Financial Partners, Inc.

The founders of FMS Financial Partners, Inc. came together in 1974 and formulated the fundamental core values and principles for the firm. This centered on the concept that, unlike other insurance, financial planning and employee benefits companies, they wanted to be in business to “Represent” their clients, and do so at the highest levels of competence and professionalism. Since that time, with the incorporation of FMS Financial Partners, Inc. in 1981, the firm has grown from being a pioneer in offering true, full financial planning to business owners, professionals and affluent individuals, to the highly regarded financial services firm that it is today, by a strict adherence to those core values.

## About Cal Net Technology Group

Founded in 1995, Cal Net Technology Group provides small-to-midsize companies in Southern California with technology consulting and IT services. When clients choose Cal Net Technology Group, they don’t simply hire an IT professional; they gain an entire insourced IT department. Cal Net Technology Group provides both ongoing IT services and project based solutions to help companies realize the full potential of their organization, while saving time and money. Its signature services, TECManage and CoManage, give clients cost-effective options to manage the entire IT function or a portion of their IT environment.

