

# member testimonials

"If stealing ideas and best practices from other resellers was a crime, I'd be serving a life term! It has been so important to us to not have to reinvent the wheel when we needed a sample contract, a marketing program or a compensation plan. VTN has a great reputation for sharing."

— **Jane Cage, owner, Heartland Technology Solutions, Joplin, Mo.**

"Our involvement in VTN and IMSN have had a material impact on our ability to drive a new business strategy. In just under four years, we have expanded from a local business to one supporting over 3,000 customer locations in 40 states. The support of the VTN leadership and fellow members has substantially helped us move our business in new directions."

— **Scott Goemmel, president, VTN Advisory Council, and president, PMV Technologies, LLC, Troy, Mich.**





“ACES has benefited beyond my highest expectations from our VTN affiliation. The invitationals have opened a door for us to meet and develop relationships with other great VTN affiliates. Many of these relationships have evolved into mutually beneficial partnerships. These associations also give us a window outside of our little world that allows us to see what is going on in other markets. We learn how our peers are capitalizing on the opportunities in our industry and also learn what pitfalls to avoid. The VentureTech Network is a huge value-add for our business.”

— **Phil Kenealy, president, ACES, Cedar Falls, Iowa**

“Uncovering best practices is always a challenge when you are focused on running your business. Being part of VTN allows me and my team the opportunity to ask questions, meet with excellent business professionals and otherwise pick the brains of people who have great ideas ... and in a forum that embodies sharing and learning. And no matter whether I am talking with a larger or smaller company, I always feel like I am contributing as much as I am benefiting.”

— **Steve Feldman, co-owner, Graphtech Systems, Deerfield, Ill.**

“The value of VTN cannot be measured by sales growth or the number of new customers. The value of VTN is simple. It’s the power of partnership: with our peers, with Ingram Micro, with the top technology vendors. As a small business, it’s not always easy to compete with the big guys out there. VTN helps us do that, and gives us an edge that the big guys can’t touch. THAT’s value!”

— **Christine L. Redshaw, president, future Vision, Inc., Raleigh, N.C.**