

CLIENTSPEAK

Background: Founded in 1998, Enterprise Integration takes a highly proactive approach to IT management. The company has focused its resources on innovative technologies that allow them to manage IT outsourcing and security with exceptional efficiency, so they can respond quickly and identify issues before they ever become a problem. Their clients benefit from increased productivity, lower operating costs and a greater ability to concentrate on their core business. The company serves clients of all sizes and is currently in the process of expanding its operations to focus more resources on smaller businesses.

Financing Challenge: To meet the increasing demand for its services, Enterprise Integration needed to expand its processing operations. After years of leasing a facility, the company was ready for a place of its own—and not just a new building, but a state-of-the-art network operating center. The company's growth also created a need for additional funding to help them manage receivables more effectively.

Compass Solution: Compass Commercial Banking worked with Enterprise Integration to finance its new facility with an owner-occupied commercial real estate loan as well as financing for high tech work stations, monitoring equipment, and other tools that are vital for consistent delivery of service. Taking time upfront to learn the business meant that Compass was able to help identify potential funding gaps and suggest solutions such as a line of credit and treasury management services.

Enterprise Integration

Terry Tuten
CFO

“Of course rates matter, but working with a bank is not just about price, it's about service and time. To gain the most value for my time, I need to be focused on my company and not consumed with distractions. Compass has taken away the distraction of worrying about our banking needs. Other banks seemed to put the work back on me. Mike Del Rocco takes the time to understand our business and how our needs are evolving. Mike even helped us find a contractor when we were ready to build – now that's service! We are now planning to expand again, and as we move forward, we feel that we have a strong partner in Mike and Compass Bank.”

Another example of how Compass is just a little better.