## Industry Era 10 BEST TECHNOLOGY SOLUTION PROVIDERS - 2019





## Complete Technology Solution Providers

Having been in the IT Industry for close to four decades, Ken Ginefra, President of GCS Consultants, LLC sees the need for Managed Services now more than ever before. According to him, every business owner has one objective in mind, to make a profit. "How can they be profitable if their IT infrastructure is not secure and stable? GCS is here to assist them and we have plenty of cost-effective solutions for every budget." Higher level plans of course provide more services and include more automation for improved SLA's (Service Level Agreements). Kinnelon based GCS has culminated into a professional services organization providing Managed Services to many different types of businesses. The company services medical and dental offices, school systems, law firms, and financial services firms, but they also helpout local churches. "We provide hosted and managed solutions, cyber security protection, and complex integration services," adds Ken.

There are several areas that are key to help GCS be a market leader including being involved with all aspects of security and maintaining a high level of trust with all their clients. The company also assists their customers to keep their corporate growth goals in line with their technology needs. "We continually monitor our process and procedures and optimize when necessary. GCS has created their own line of "Business Edge" products offering customers "best in breed technology bundles," explains Ken. "We have a service bundle for every budget. We provide a one stop shop approach for our customer. This is not only for our product offerings, but also for service delivery." The company maintains and provides a hi-level of customer service and prioritizes their customer's needs first.

According to Ken, staying current with technology trends is a challenge but owing to his experience he closely monitors all the upcoming trends. "We see a movement in the MSP business with more integration with VOIP services (Voice Over IP). "Hybrid Cloud environments are becoming increasingly more common and we can expect more services to become available." This can help reduce costs and provide a higher percentage of service availability, however firms have to balance the blend of security and performance. Ken further adds that every organization needs good antivirus protection, but protecting a business from multiple threats requires a multi-pronged approach.

"Endpoint security at the desktop level is becoming increasingly more intelligent and powerful". The Antivirus program of yesterday is now called Endpoint Security Protection which now consists of multiple sub modules. Besides the standard File, Web, and Email Shield, we can add Identity Theft protection, and a Password Manager module. "The Secureline VPN module encrypts all communications during your browsing experience. Smarter endpoint protection will help lower overall costs for the customer" says Ken.

In an instance, a manufacturing client in northern New Jersey had intermittent network dropouts, WiFi coverage problems for the machine shop, application availability, and Internet Security issues. GCS was brought in to help resolve these issues. GCS installed a new Sonicwall Firewall with advanced filtering capability, closed all incoming ports on the Firewall and activated Web Site Content Filtering, Intrusion Detection and Prevention. They also repaired and corrected the faulty network wiring with new Category 6 cabling and this resolved the intermittent network dropouts and application availability issues.

GCS for the days to come will continue to service the Tri State area. Growth areas will include territory expansion and will focus on central and northern New Jersey, offering new services and adding new technologies. One new exciting division for GCS will be the addition of VOIP Phone Services. "It is an exciting time for us, and we look forward to 2019. Moving forward with the VOIP integration services will surely complement our service offerings," says Ken. To connect with GCS Consultants and experience their value, visit www.gcsconsultants.com IE