

ALPHA TECHNOLOGIES



Alpha Technologies

SOLUTIONS BY ALPHA TECHNOLOGIES

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Alpha Technologies Celebrates 10th Anniversary in Business

Douglas Tate, founder and president of Alpha Technologies, celebrates his company's 10-year anniversary this year.

"Alpha," the name customers generally associate with the company, has expanded and upgraded to larger facilities three times since beginning in business.

Located in Putnam County, midway between Charleston and Huntington and just around the curve from Liberty Square Shopping Center on Route 34, Alpha Technologies occupies a two-story brick structure that serves as headquarters. Alpha has christened the area Teays Valley Technology Park and erected signage to direct visitors to its facilities. There is adjacent flat land for further development right next door.

Time and time again, during conversations with customers and colleagues, Doug frequently is overheard saying that he and the company have both been blessed.

"A business has to remain profitable to remain in business," Doug states, "but Alpha always strives to do the right thing during every customer encounter."

During the past three years, Alpha has doubled in size each year in terms of revenue and number of employees. When asked how many are on staff, the typical response is "a couple of dozen." Very soon, we hope to be able to say "about three dozen."

Alpha is proud to say that as a West Virginia-based information technology company, all of the staff are native West Virginians or West Virginia residents. While hiring West Virginians is not a company rule, it's nice to be able to share this fact with potential clients. We feel there is a pool of highly qualified talent in West Virginia, and we try to contribute to the economy by recruiting in state.

Alpha provides products and services to a multitude of West Virginia-based community and technical colleges.

Alpha Technologies, as the name implies, is a company that offers not just a single-technology solution but offers a multitude of technologies that frequently are engineered together to provide proven and working solutions for clients' Information Technology requirements. A decision was made early on to only market IT products that represent the top one or

two positions of manufacturers in their field. It's a philosophy shared by Cisco Systems, and it makes sense. Accordingly, we have developed a strong relationship with Cisco over the years and try every day to emulate its high level of standards and practices.

In addition to Cisco, Alpha Technologies is a Microsoft Gold Partner, the highest level of dealer association available. When customers need network support, they call Alpha. If Alpha needs further support, we deal directly with Microsoft. It's a perfect relationship.

We have access to Microsoft products sometimes as much as a year in advance of their release to use in house. Adapting and migrating clients to the latest technology is easier if we have had experience using these tools before recommending them to our clients.

Whether it's Microsoft Windows-based networks operating on a Cisco hardware backbone, Server Virtualization utilizing VMWare, Cisco IP Telephony with Unified Messaging or Cisco Digital Media Signage, these and other solutions are provided by Alpha Technologies.

Industry experts predict that many organizations will move within five to seven years to Hosted Services. That means clients don't purchase or maintain their own equipment in house. Alpha management listened closely and has been offering various Hosted Services for three years, to include e-mail, spam filtering and anti-virus hosting, remote network management and remediation and others.

Nothing illustrates the Hosting Service better than Alpha Technologies' most recent offering of a hosting solution called "AllScripts MyWay" Electronic Health & Medical Records for physician practices. One of every three physicians in the United States utilizes AllScripts Practice Management & Electronic Medical Records application.

AllScripts guarantees that by utilizing its physician's office management application, the practice will qualify for the government-sponsored stimulus reimbursement dollars to turn their office from a paper factory to an efficient electronic-based total practice.

Doctors prefer this type of hosting service and enjoy the fact that AllScripts MyWay does not utilize cumbersome pre-

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defined templates in their application. This application is truly intuitive as it learns the way the physician operates and conforms to the way the doctor wants to function. Template-driven applications force the doctor to use the application the way they designed it, not necessarily the way the physician prefers to practice medicine. The AllScripts application even can function from an Apple iPhone. How convenient is that?

Alpha Technologies' clients include law firms, health care institutions, physicians, accounting firms, manufacturing facilities, civic and cultural organizations, profit and nonprofit entities, banks, credit unions, architects, engineers — in fact, every type of facility that utilizes computers, needs wireless or network security and virtual private networks connecting branches and residential offices to the main office or work place.

While thought of as a regional information technology company, Alpha currently has clients not only throughout West Virginia but also as far west as Indiana, south to Florida, north to Pittsburgh and east to Maryland and Washington, D.C.

Not only have we been fortunate to secure a large customer base and repeat clients, but we have also developed a lot of friendships.