

MANAGEMENT:

Geoffrey Kent, CEO

- 29 years of senior operations management expertise.
- MBA, the Wharton School of Business at the University of Pennsylvania.
- Technology industry experience includes tenures at Xerox Corp., AT&T, U.S. Embassy (the Netherlands), EMI Music, The Erving Group (an entertainment management holding company owned by retired NBA Hall of Fame member and entrepreneur Julius "Dr. J" Erving), and Deloitte & Touché Consulting Group.
- Board member, Greater Philadelphia Chamber of Commerce; Member, Union League of Philadelphia

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NAIC Code:

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541519, 541611, 541618

D&B #:

961537045

CCR#:

4S7A0

BUSINESS SUMMARY:

Cognis IT Advisors is a Managed Information Technology (IT) Service Provider, proactively working with clients to provide all the resources of an in-house IT department at a fraction of the cost. Targeted clients include businesses looking to augment their existing IT support or outsource all of their IT needs.

PRODUCTS AND SERVICES:

- Managed dedicated and virtual hosting
- Custom database and application design
- Web hosting for Microsoft and Unix server technologies
- Network design and implementation
- Website design, hosting and optimization
- Technical project management and consulting
- Network security consulting
- Managed IT Services
- Voice/Data Solutions
- Phone systems
- Network wiring
- Internet/Intranet/Extranet solutions
- Remote diagnostics
- E-Mail backup, SPAM filtering and virus protection
- 24x7 Help desk, Blackberry & Smartphone support
- IT Staff Augmentation Services

HISTORY:

- 3 Years in Business
- (1) Full-time Principal, and (10) Full-time Contractors
- 2008 Annual Revenue of \$177,000
- 2009 Annual Revenue of \$722,000
- 2010 Forecasted Annual Revenues of \$2,411,000 (Growth through organic methods)
- CPA reviewed Financial Statements

CUSTOMERS:

School District of Philadelphia; City of Philadelphia; Health Partners of PA; New Castle County, DE

PAST PROJECTS (Significant Projects):

1. In partnership with Dell Computer, Cognis IT Advisors provides installation and post-installation support to the School District of Philadelphia's 26,000 employees at more than 300 locations.
2. In partnership with Dell Computer, Cognis IT Advisors provides PC support, warranty services, and all parts distribution services to the City of Philadelphia's 23,000 employees in all agencies/departments.

UNIQUE VALUE PROPOSITION:

- Provide automated and remote management of computing resources and business applications to ensure their continuous availability, optimal performance and maximum security so clients gain the greatest return on their IT investments.
- Assume responsibility for proactively managing client hardware systems, web & software applications, and network infrastructures to prevent downtime and increase IT performance.
- Provide staff augmentation skills to meet evolving IT management requirements so clients can focus on their core businesses.

MBE CERTIFICATIONS:

PA-NJ-DE MSDC, Commonwealth of Pennsylvania, City of Philadelphia, State of Virginia, New Jersey and Delaware

SUMMARY:

Cognis IT Advisors has a clearly defined business strategy, and an executive leadership team with extensive experience in technology management, web & application design, operations management, and sales and marketing management. Cognis IT Advisors' business plan has been reviewed and approved by The Wharton School of Business at The University of Pennsylvania's SBDC.

