

# 2007 Success Story



Name of Business	The Bill Guy Technology Solutions, Inc.
Owner	Bill Ramsey
Nature of Business	Computer Consulting, Network Administration
City	Wichita
County	Sedgwick
Phone	316.665.4814
Web Site	<a href="http://www.TheBillGuy.com">www.TheBillGuy.com</a>
Business Structure	S Corp
Business Began	September, 2001
Employees at Start Up	1
Employees in 2006	2.5
Sales in 2006	250,000
2007 Sales Forecast	330,000
Start Up Capital	0
Source of Initial Capital	None
KSBDc Counselor	Ken Elliott

***“Ken Elliott has been an invaluable asset in allowing our business to grow. He has given insight and advice that I just don’t have and desperately needed. Our growth this last year is directly related to the assistance from the SBDC!”***

***Bill Ramsey, Owner***

Bill Ramsey had worked for several small companies and had begun to notice what he considered to be an alarming trend. Small businesses had real trouble getting affordable, competent, and reliable computer help. Most companies seemed to be interested in bigger contracts and the small business owners were left with little or no help.



In September of 2001, Bill set out to change that. He envisioned for the small business owner the same service and treatment that large companies received, regardless of company size or volume.

The Bill Guy has a reputation of being very reliable and very quick to help the customers.

***“Customer service should always be priority number one. Customer loyalty is derived from the service that they perceive you give to them, and customer loyalty builds business.”***

**Wichita State University  
Kansas Small Business  
Development Center**

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Bill Ramsey is a small business owner himself and he understands the needs and wants of other small business owners . . . i.e., a friendly, helpful attitude with no room for superiority. Bill has a simple and straightforward pricing strategy. There is no mystery as to how the business operates and prices its services, which is somewhat of a novelty in the IT industry. Customers appreciate this.

As customer Ron Morford, M.D., President of Emergency Services of Kansas, P.A. explained, *“The Bill Guy has handled all our IT needs for several years now. If we need it or want it -- he helps us get it and gets it installed for us. If we don’t need it -- he tells us we don’t need it and lets us know why. Our questions and emails are answered unbelievably quickly and our problems are solved day or night. He remotely monitors our system nearly continuously and fixes most of our problems without ever needing to come to our place of business. He has designed numerous custom applications, advised us on equipment and software purchases, and helped us get directly connected to our vendors and business partners.”*

Morford also noted, *“Bill is honest, straightforward, very knowledgeable, hard working, friendly, easy to work with, and approaches every problem with a “can do” attitude. Bill is awesome and I would recommend him to any business for outstanding care of their computer and software systems.”*