

Application: 4438

Technology Navigation Inc.

<b>Page: General Information</b>
Provide information about the company to be considered for the award. If you will be nominating an individual, specify the nominee's employer.
<b>Name of Organization/Company</b> Technology Navigation Inc.
<b>Additional Contacts</b> I would also like to have others receive emails about the disposition of our entries.
<b>Page: Entry Information</b>
<b>Entry Title</b> Technology Navigation Inc.
<b>Category</b> Q07b. Management Team of the Year- Information Technology - Consultancy
<b>Management Team Submission Format</b> Written Answers
<b>a. Briefly describe the nominated management team: its history and past performance (up to 200 words). Required</b> <p>Technology Navigation is a leading consulting and advisement firm specializing in navigating the complexities of the ever-evolving technology landscape. Founded in 2009, with a mission to assist organizations in making informed decisions about technology suppliers and solutions, we leverage our extensive portfolio of over 800 infrastructure providers and more than 1,000 SaaS providers. Our unique brokerage model ensures that clients receive our expert advisement, project management and support services at no cost, as suppliers compensate us for our efforts.</p> <p>Our executive management team works continuously to analyze market trends across various technology verticals and maintains regular interactions with suppliers to stay abreast of the latest advancements and solutions.</p> <p>The management team engages in deep-dive discussions to thoroughly understand and address client requirements and assist our team with providing comprehensive support.</p> <p>Over the years, our management team has established a reputation for excellence and reliability, guiding organizations to successful technology implementations and strategic advancements.</p>

**b. Outline the management team's achievements since the beginning of 2022 that you wish to bring to the judges' attention (up to 250 words). Required**

Since the beginning of 2022, Technology Navigation has accomplished several notable achievements that underscore our commitment to excellence and innovation in IT advisement. Our firm has successfully expanded our portfolio, incorporating new technology providers, thereby offering our clients an even broader array of solutions tailored to their specific needs.

In 2023, our organization was awarded the prestigious Inc. 5000, fastest growing private companies, as well as the Internet 2.0 Outstanding Organization Award and the highest-level attainment of the AppDirect President Club award. This highlights our growth and commitment to excellence towards our clients.

We have also enhanced our technology verticals in Cyber Security and AI. Bringing market analysis capabilities by integrating multiple suppliers to better predict and respond to emerging trends across these technology sectors. This proactive approach has allowed us to provide more strategic advisement to our clients.

Our commitment to continuous improvement is evident in the positive feedback and increased client retention rates we have experienced over the past two years. By consistently delivering superior service and innovative solutions, Technology Navigation has solidified its position as a trusted partner for organizations seeking to navigate the complexities of technology procurement and implementation.

**c. Explain why the achievements you have highlighted are unique or significant. If possible compare the achievements to the performance of other players in your industry and/or to the team's past performance (up to 250 words). Required**

Our achievements since 2022 are unique and significant due to our innovative approach to IT advisement and our commitment to client success. Unlike traditional consulting firms, our brokerage model ensures that our services are accessible at no cost to clients. This model sets us apart in the industry, as we are compensated by suppliers, allowing us to focus on providing unbiased advisement and comprehensive support to our clients.

Our expansion of the provider portfolio with new technology providers is a testament to our proactive stance in anticipating and meeting market demands. This achievement not only enhances the options available to our clients but also strengthens our position as a versatile and adaptable consultancy. Compared to industry peers, our ability to rapidly incorporate new providers and solutions demonstrates our agility and forward-thinking approach.

Our track record of managing over 200 complex installations with high client satisfaction rates further highlights our operational excellence and dedication to quality service.

In 2023, we managed 655 supplier orders, representing an 85% increase from the previous year. This remarkable growth underscores our expanding influence and capacity to handle a growing volume of complex transactions. Additionally, our operations team efficiently managed 855 support tickets, showcasing our robust support infrastructure and commitment to resolving client issues promptly and effectively.

These achievements reflect a substantial progression in our capabilities and service offerings. The continuous improvement in client retention and positive feedback underscores the impact of our efforts, positioning Technology Navigation as a leader in the IT consulting space.

**d. Reference any attachments of supporting materials throughout this nomination and how they provide evidence of the claims you have made in this nomination (up to 250 words). Optional**

**Webpage Link**

<https://technologynavigationinc.com/> (<https://technologynavigationinc.com/>)

**Would you like to add an additional webpage link?**

Yes

**Webpage Link 2**

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**Would you like to add an additional webpage link?**

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**Webpage Link 3**

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**Web Page Link 5**

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**Supporting Document**

No File Uploaded

**Would you like to add an additional supporting document?**

No

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