

Page: General Information
Provide information about the company to be considered for the award. If you will be nominating an individual, specify the nominee's employer.
Name of Organization/Company Technology Navigation Inc.
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Additional Contacts I would also like to have others receive emails about the disposition of our entries.
Page: Entry Information
Entry Title Technology Navigation Inc.
Category Q07b. Management Team of the Year- Information Technology - Consultancy
Managment Team Submission Format Written Answers
a. Briefly describe the nominated management team: its history and past performance (up to 200 words). Required <p>Technology Navigation's management team has continued to lead the organization's growth and evolution since its founding in 2009. What began as a mission to help organizations make informed technology decisions has expanded into a leading advisement and implementation firm specializing in navigating the complexities of IT solutions. In our early years, we built a strong foundation by curating a portfolio of technology suppliers, growing it to over 800 infrastructure providers and more than 1,000 SaaS vendors. This extensive network allowed us to refine our unique brokerage model, ensuring clients receive expert advisement, augmented implementation management, and support services at no cost, as we are compensated by our suppliers.</p> <p>As technology rapidly evolved, so did we. Our executive management team remained committed to adapting to today's business drivers, continuously completing market analysis, deep industry engagement, and strategic discussions to anticipate client needs.</p> <p>Today, Technology Navigation is recognized for its excellence and reliability, providing unparalleled advisement to clients as they adopt transformative IT solutions. Our management team remains at the helm, driving innovation and ensuring that businesses stay ahead in the ever-evolving technology landscape.</p>
b. Outline the management team's achievements since the beginning of 2023 that you wish to bring to the judges' attention (up to 250 words). Required <p>Technology Navigation's management team has continued to drive innovation and excellence, earning industry recognition for our impact in IT consulting.</p> <p>A key milestone was winning the Gold Stevie Award for Management Team of the Year IT Consultancy, a testament to our leadership, strategic growth, and commitment to delivering unmatched advisement to our clients. Additionally, in 2024, we were honored with the Inc. Power Partners Award and achieved the highest level of attainment in the AppDirect President's Club, reinforcing our role as a trusted industry leader.</p> <p>Beyond these accolades, we've significantly deepened our AI advisement capabilities, drawing on insights from multiple suppliers to sharpen market analysis and anticipate emerging trends. This enables us to deliver proactive, strategic guidance to clients navigating complex IT decisions while helping them establish clear guardrails to ensure AI is implemented safely, ethically, and in alignment with their organizational goals.</p> <p>Our commitment to continuous improvement is reflected in sustained client satisfaction and retention, as well as ongoing training initiatives to ensure our team remains at the forefront of evolving technologies. Technology Navigation continues to set the standard in IT advisement, empowering organizations to make informed, future-ready technology decisions. By increasing our advisement team by 200%, we are well-positioned to assist clients in making informed IT decisions.</p>

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

Technology Navigation's achievements are unique in the IT advisement industry due to our innovative brokerage model and commitment to delivering clients unbiased, cost-free advisement and augmented implementation management. Unlike traditional consulting firms that charge for their services, our approach ensures organizations receive expert guidance without financial barriers, allowing them to focus on strategic IT decisions.

Our ability to support our clients demonstrates agility unmatched by industry peers. In 2024 alone, we managed 553 client orders, showcasing our growing influence in the IT landscape. Additionally, our operations team efficiently handled 480 support tickets, streamlining issue resolution and 59 "Hero Moments", which are critical interventions where we made a significant positive impact for clients during moments of crisis.

Beyond operational growth, our services drive measurable impact:

- Up to 77% reduction in sourcing time, accelerating project timelines.
- 30% average cost savings for clients through strategic partnerships.
- Up to 56% time saved on ticket management and implementation, enhancing IT efficiency.

These achievements highlight our ability to outperform traditional consulting and advisement models, providing our clients with both strategic and operational advantages. With industry recognition such as the 2024 Inc. 5,000 Power Partners Award, we continue to set the benchmark for IT advisement, ensuring businesses can confidently optimize their technology investments.

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

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