



# THE PLIGHT OF GROWING BUSINESSES

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**BE PROFITABLE, EFFECTIVE, AND PROTECTED BY GETTING YOUR TECHNOLOGY RIGHT**



## ABOUT TECHELLENC

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Techellence is a premier technology solutions provider that empowers businesses to thrive with minimal or no internal IT staff. Our expert team delivers comprehensive infrastructure setup, systems management (managed services), software development, and automation, enabling your business to leverage technology as a powerful catalyst for growth. At Techellence, we are dedicated to enhancing your profitability, efficiency, and security, ensuring that technology becomes a driving force behind your success.

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🌐 [techellence.com](http://techellence.com)

## THE PLIGHT

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From numerous conversations and experiences, I've observed that growing businesses and organizations often lack forward-thinking plans for integrating technology. For many years, I was called upon by major corporations to "put out fires" resulting from a lack of clarity and direction. Known as the project recovery expert, I successfully saved a \$9M international program in 2013 that was on the verge of cancellation due to these issues.

Many business owners transitioning from startups to growth phases are frustrated by the increasing complexity of technology and the uncontrollable costs of maintenance and upgrades. They see their competitors growing but struggle to identify where to begin addressing their scaling needs. This frustration can lead to stagnation, and without growth, businesses inevitably decline due to external pressures. It's disheartening to witness business owners with great potential unable to achieve tremendous success because they can't see the bigger picture of their technology use and fail to eliminate inefficiencies.

I want to see business owners that have a relationship with me to become successful. That is why **I made it my goal to help growing business owners and leaders of non-profit and government organizations driven to grow their businesses and organizations to handle their technology successfully.**

I choose to be my clients' technology coordinator, advising or overseeing their entire technology operations, and overhauling their systems for scalable growth, maximum profits, and minimal losses. Having served as a CIO of a \$1.5B company and directed the technical aspects of Mergers and Acquisitions for a \$19B global software company, I bring a wealth of expertise to support the future success of your business. I am committed to helping you navigate the complexities of technology, allowing you to focus on scaling your business and achieving your goals.

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If you own your business, you may have asked one or more of the following questions:

- Are there any technology experts who understand both our technical and business needs?
- Are there any technology professionals who will take the time to help us grow our business?
- How could we afford the costs of a technology executive to guide us in using technology?
- How could we go to one technology professional to handle all my needs?
- Are there any technology executives who can work with us continuously with our staff?

Many technology professionals specialize in just one or a few fields. They often address your situation with a narrow focus, disregarding the long-term ramifications of their solutions (think of the adage, "To a person with a hammer, everything looks like a nail"). This approach can result in temporary fixes that lead to new problems, causing a cycle of escalating costs and inefficiencies.

Another set of professionals might apply their specialized skills, only to leave you with even more issues. Over time, this piecemeal approach results in a disjointed system that becomes increasingly expensive to maintain and upgrade.

Reach out to me, and I will help you streamline your technology operations, eliminate unnecessary costs, and develop a cohesive strategy for sustainable growth—all at a price you can afford.

My goal is to "drive your success with excellence." It means that

- My focus is on you. My clients must succeed!
- In every work I do, I only aim for excellence. It is a tenet that I honed and continue to keep from my USAF officer leadership.

When retained as your technology advisor, I will be an integral part of your company's executive team. I will drive your company to success with excellence and will work together with you to cast the net for maximum growth and minimal liabilities.

## THE PLIGHT AND CHALLENGES OF GROWING BUSINESSES AND ORGANIZATIONS ARE:

- UNCERTAINTY OF COMPLEXITY using modern technology
- UNSTABLE GROWTH of business due to lack of integrated foundation and plans
- UNKNOWN INEFFICIENCIES that swallow up the business in massive costs
- UNNECESSARY EXPENSES dragging down the whole business

## WE CAST THE NET FOR YOU!

In today's world, businesses can only succeed with the effective use of technology. The era of thriving corner neighborhood grocery stores is long gone. To grow, you need to consider expansion, which requires a solid technology foundation.

As your business grows, relying on your initial technology setup often leads to expensive, disjointed systems that stifle further growth. However, with informed, forward-thinking strategies, you can scale, increase profitability, and reduce unnecessary costs. That's where we come in.

We provide comprehensive assessments of your current inefficiencies and coordinate your vendors, custom development, and asset protection to make your business scalable and successful. Your success is my success.

We will cast the net with you and help you grow! With our business and entrepreneurial background, we will:

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|------------------------------|-------------------------|
| Preserve your reputation     | Promote healthy growth  |
| Protect your valuable assets | Prevent undesired risks |

Set you up for success.

## Dr. Sang Sur

PHD, MAS, BS, THD, DMIN, MDIV, CISSP, PCC, CBAP, CCIM, RPA, ACP, CSP, CSM, PMP, ITIL, CSSBB

### Technology Coordinator | Executive Coach

Dr. Sang Sur is an experienced technology executive and strategic technical business advisor with over twenty years of success managing large global organization's technology and engineering teams working with multiple industry verticals and technologies. He is a builder of influential leaders and US Air Force Veteran Officer.

Dr. Sur brings a unique blend of experience, foresight and creativity as an entrepreneur, engineer, professor, coach, and advisor to executives of corporations large and small. He continues to serve in various leadership roles in the community and in the marketplace. He is an ordained pastor and serves as a pastor to a local congregation. He teaches on technical topics such as cybersecurity, agile, and program management, as well as topics of leadership such as position of rest, unhurried time, and discipleship.

Dr. Sur prioritizes relationships with his clients and it is his goal to succeed together. His life's mission is to "change the world by building leaders who would support the Church and those in need." His life's vision is to "Bring masses to Christ by being a person of influence.



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