



The Executives of Consultedge. Front (left to right): Dan Tassone, Neal Stanton. Back (left to right): Henry Rosin, Tom Melville, Ray Nelson.

Giving Business an Edge

Consultedge, Inc.

9 Whippany Road, B2-7
Whippany, NJ 07981

Phone: (800) 626-2515

Fax: (973) 884-8775

Website: www.consultedge.com

No. of Employees: 43

Top Executive: Neal Stanton, President & CEO

Product/Service: Voice and Data Communication

Year Founded: 2000

Since its founding in 2000, Consultedge has been at the forefront of the converged communication revolution that is sweeping corporate America. The company has made sure its clients are keeping up, not by drowning them in the latest buzzwords but by understanding their businesses and identifying solutions that fit their needs.

"We're fully invested in doing the right thing for our clients," says Neal Stanton, president and chief executive officer of Consultedge, a Platinum National Avaya Business Partner.

For Consultedge, there is no "one-size-fits-all" technology or service. The company customizes each voice and data communications solution to respond to an individual set of needs, whether those needs are created by a corporate relocation or a competition-fueled demand for better customer service.

Regardless of the services clients seek, Consultedge begins its work long before the first wires are hooked up and continues long after a dial tone first sounds. The company studies a client's business processes, designs and installs a new system and is committed to providing valuable technical support after the initial installation phase.

The company's mission is complicated by the fast pace of changing technology, but Consultedge continues to rise to the challenge through a continual and aggressive expansion of its own knowledge base, not only in new technologies but also in the evolution of business strategy and market pressures.

"Our mission is to create value for our clients, not just today but into the future," Stanton adds. "To do that, we have to keep one eye on the business horizon and another on the emergence of new technologies. We use technology to give our clients the agility they need to compete in a dynamic global economy. Our knowledge of how business and technology intersect is what sets us apart from other solution providers." Consultedge is also distinguished by an approach that seeks to optimize the resources – both human and infrastructure – of its clients rather than automatically replace them. The company tailors its services and its team for each engagement. "We take a partnership approach, whether that means collaborating with an in-house IT staff or serving as an outsourced telephony department," explained Stanton. "For the client, that translates into getting what you need, when you need it and where you need it."

Another area of growth for Consultedge is in systems that more tightly weave voice and data into business processes. For example, new systems can automatically set up conference calls among managers to address issues that demand immediate attention, such as a dwindling supply of parts needed on a production run.

Don't be surprised if the innovations keep coming. Consultedge employees enjoy testing the latest technology and identifying new uses. "The people who work here are the best in the business. They are driven to stay current with technology and apply the knowledge in providing solutions to our clients." ■

 **CONSULTEGE**[®]
GIVING YOU THE EDGE YOU NEED